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**MANULIFE INSURANCE BERHAD**  
**(814942-M)**  
**(Incorporated in Malaysia)**

**Directors' Report and Audited Financial Statements**  
**31 December 2014**

**Company No.**

<b>814942</b>	<b>M</b>
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**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)**

<b>CONTENTS</b>	<b>PAGE</b>
DIRECTORS' REPORT	1 - 7
STATEMENT BY DIRECTORS	8
STATUTORY DECLARATION	8
INDEPENDENT AUDITORS' REPORT	9 - 10
STATEMENT OF FINANCIAL POSITION	11
STATEMENT OF PROFIT OR LOSS	12
STATEMENT OF TOTAL COMPREHENSIVE INCOME	13
STATEMENT OF CHANGES IN EQUITY	14
STATEMENT OF CASH FLOWS	15
NOTES TO THE FINANCIAL STATEMENTS	16 - 86

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)****DIRECTORS' REPORT**

The directors have pleasure in submitting their report together with the audited financial statements of the Company for the financial year ended 31 December 2014.

**PRINCIPAL ACTIVITY**

The Company is principally engaged in the underwriting of life insurance business. There has been no significant change in the principal activity of the Company during the financial year.

**FINANCIAL RESULTS**

	<b>RM'000</b>
Net profit for the financial year	<u>43,427</u>

**DIVIDENDS**

No dividends have been paid nor declared by the Company since the end of the previous financial year.

The directors do not recommend any payment of dividend for the current financial year.

**RESERVES AND PROVISIONS**

Material transfers to or from reserves and provisions during the financial year are as disclosed in the financial statements.

**SHARE CAPITAL**

There were no changes in the issued and paid-up share capital of the Company during the financial year.

**PROVISION OF INSURANCE LIABILITIES**

Before the financial statements of the Company were made out, the directors took reasonable steps to ascertain that there was adequate provision for its insurance liabilities in accordance with the valuation methods specified in Part D of the Risk-Based Capital Framework for Insurers.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)**

**DIRECTORS' REPORT (CONTINUED)**

**BAD AND DOUBTFUL DEBTS**

Before the financial statements of the Company were made out, the directors took reasonable steps to ascertain that action had been taken in relation to the writing off of bad debts and the making of allowances for doubtful debts, and satisfied themselves that there were no known bad debts to be written off and that adequate allowance for impairment losses had been made.

At the date of this report, the directors are not aware of any circumstances that would render it necessary to write off any bad debts or the amount of allowance for impairment losses in the financial statements of the Company inadequate to any substantial extent.

**CURRENT ASSETS**

Before the financial statements of the Company were made out, the directors took reasonable steps to ascertain that any current assets, which were unlikely to realise their values as shown in the accounting records of the Company in the ordinary course of business, have been written down to an amount which they might be expected to realise.

At the date of this report, the directors are not aware of any circumstances which would render the values attributed to current assets in the financial statements of the Company misleading.

**VALUATION METHODS**

At the date of this report, the directors are not aware of any circumstances which have arisen which render adherence to the existing methods of valuation of assets or liabilities of the Company misleading or inappropriate.

**CONTINGENT AND OTHER LIABILITIES**

At the date of this report, there does not exist:

- (a) any charge on the assets of the Company which has arisen since the end of the financial year which secures the liabilities of any other person; or
- (b) any contingent liability of the Company which has arisen since the end of the financial year.

No contingent or other liability of the Company has become enforceable or is likely to become enforceable within the period of twelve months after the end of the financial year which, in the opinion of the directors, will or may substantially affect the ability of the Company to meet their obligations when they fall due.

For the purpose of this paragraph, contingent or other liabilities do not include liabilities arising from contracts of insurance underwritten in the ordinary course of business of the Company.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)****DIRECTORS' REPORT (CONTINUED)****CHANGE OF CIRCUMSTANCES**

At the date of this report, the directors are not aware of any circumstances not otherwise dealt with in this report or the financial statements of the Company which would render any amount stated in the financial statements misleading.

**ITEMS OF AN UNUSUAL NATURE**

The results of the operations of the Company during the financial year were not, in the opinion of the directors, substantially affected by any item, transaction or event of a material and unusual nature.

There has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the directors, to affect substantially the results of the operations of the Company for the financial year in which this report is made.

**PRUDENTIAL FRAMEWORK OF CORPORATE GOVERNANCE**

The Company has taken concerted steps to ensure compliance with Bank Negara Malaysia's ("BNM") Prudential Framework of Corporate Governance for Insurers (BNM/RH/GL/003-2) and its best practice applications.

**Board responsibility and oversight**

The Board of Directors ("the Board") has generally complied with BNM's Minimum Standards for Prudential Management of Insurers (BNM/RH/GL/003-1) (Consolidated). The Board comprises 4 independent non-executive directors, 3 non-independent non-executive directors and an executive director to enable a balanced and objective consideration of issues, hence facilitating optimal decision-making.

**Board Committees**

During the financial year, the Company used the services of the Board committees of the immediate holding company, which are as follows:

- (i) Group Nominating/Remuneration Committee
- (ii) Group Risk Management Committee

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**DIRECTORS' REPORT (CONTINUED)****PRUDENTIAL FRAMEWORK OF CORPORATE GOVERNANCE (CONTINUED)****Audit Committee**

The members of the Audit Committee of the Company as at 31 December 2014 are as follows:-

Lim Hun Soon @ David Lim (*Chairman*)  
 Datuk Seri Panglima Mohd Annuar bin Zaini  
 Datuk Dr. Nik Norzrul Thani bin N Hassan Thani  
 Leung Rockson Lok-Shuen

A total of five (5) Audit Committee Meetings were held on 25 February 2014, 19 March 2014, 14 May 2014, 18 August 2014 and 17 November 2014, for the financial year ended 31 December 2014. The attendance of the Audit Committee members are as follows:-

Name of Members	Attendance
Lim Hun Soon @ David Lim (Chairman)	4 out of 5 meetings
Datuk Seri Panglima Mohd Annuar bin Zaini	4 out of 5 meetings
Datuk Dr. Nik Norzrul Thani bin N Hassan Thani	4 out of 5 meetings
Leung Rockson Lok-Shuen	5 out of 5 meetings

The main duties and responsibilities of the Audit Committee are to review audit issues concerning internal control and risk management identified by the internal auditors, external auditors and regulatory examiners. The Audit Committee annually reviews and approves the audit plan and budget to ensure that the Internal Audit function operates effectively.

**Management accountability**

The Company has an organisational structure that clearly establishes the job descriptions, authority limits and other operating boundaries of each management and executive employee and formal performance appraisal is done annually. Information is effectively communicated to the relevant employee within the Company. The Company has a formal and transparent procedure for developing policies on executive remuneration. None of the directors and senior management of the Company has, in any circumstances, conflict of interest referred to in Financial Services Act 2013.

The management meets all prescriptive requirements under this section, and has already adopted best practices in the areas of organisational structure and allocation of responsibilities, conflicts of interest, goal setting and the area of communication.

**Corporate independence**

The Company has complied with the requirements of BNM's Guidelines on Related Party Transactions (BNM/RH/GL/003-3) in respect of all its related party undertakings. Necessary disclosures have been made to the Board and where required, the prior approval of the Board has also been obtained.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)****DIRECTORS' REPORT (CONTINUED)****PRUDENTIAL FRAMEWORK OF CORPORATE GOVERNANCE (CONTINUED)****Internal controls and operational risk management**

The Company has established an internal control system and formalised its risk management system. As risk management is a continuous process, risk and controls self-assessment are performed on a quarterly basis. The results are reported to the Board accordingly and the corrective actions, where necessary, are taken in a timely manner.

**Public accountability**

As a custodian of public funds, the Company's dealings with the public are always conducted fairly, honestly and professionally.

**Financial reporting**

The Company has maintained proper accounting records and the Company's financial statements are prepared in accordance with the Malaysian Financial Reporting Standards ("MFRS"), International Financial Reporting Standards and comply with the provisions of the Companies Act, 1965 in Malaysia.

**DIRECTORS**

The directors who have held office during the year since the date of the last report are:

Dato' Md Agil bin Mohd Natt  
Datuk Seri Panglima Mohd Annuar Bin Zaini  
Datuk Dr. Nik Norzrul Thani bin N Hassan Thani  
Lim Hun Soon @ David Lim  
Chew Yee Ming George  
Robert Allen Cook  
Mark Steven O'Dell  
Leung Rockson Lok-Shuen

In accordance with Article 1 of the Company's Articles of Association and Regulation 63 of the Table A in the Fourth Schedule to the Companies Act, 1965, Mr. Robert Allen Cook, Mr. Lim Hun Soon @ David Lim and Dato' Md Agil bin Mohd Natt shall retire at the forthcoming Annual General Meeting, and being eligible, offer themselves for re-election.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**DIRECTORS' REPORT (CONTINUED)****DIRECTORS' BENEFITS**

Since the end of the previous financial year, no director of the Company has received or become entitled to receive any benefit (other than benefits disclosed as directors' remuneration and benefits in note 24 to the financial statements) by reason of a contract made by the Company or a related company with a director or with a firm of which the director is a member, or with a company in which the director has a substantial financial interest.

During and at the end of the financial year, no arrangements subsisted to which the Company is a party, with the object or objects of enabling directors of the Company to acquire benefits by means of the acquisition of shares in or debentures of the Company or any other body corporate, other than those arising from the Executive Stock Option Plan of the ultimate holding company.

**DIRECTORS' INTERESTS**

According to the register of directors' shareholdings, particulars of interests of directors who held-office at the end of the financial year in shares and options on shares in the ultimate holding company are as follows:

	<b>Number of ordinary shares</b>			<b>As at 31.12.2014</b>
	<b>As at 1.1.2014</b>	<b>Acquired</b>	<b>Sold</b>	
<b>Manulife Financial Corporation</b>				
- Direct interest				
Robert Allen Cook	10,000	-	-	10,000
	<b>Number of option on ordinary shares</b>			<b>As at 31.12.2014</b>
	<b>As at 1.1.2014</b>	<b>Granted</b>	<b>Lapsed</b>	
<b>Manulife Financial Corporation</b>				
- Direct interest				
Robert Allen Cook	1,190,712	137,264	(60,000)	1,267,976
Chew Yee Ming George	17,278	-	-	17,278
Mark Steven O'Dell	47,303	8,848	-	56,151

Stock options are granted to selected individuals under Manulife Financial Corporation's ("MFC") Executive Stock Option Plan ("ESOP"). These options provide the holder with the right to purchase common shares of MFC at an exercise price equal to the higher of the prior day or prior five day average closing market price of common shares on the Toronto Stock Exchange on the date the options were granted.

	<b>Number of deferred/restricted/performance share units</b>			<b>As at 31.12.2014</b>
	<b>As at 1.1.2014</b>	<b>Granted/ reinvested dividends</b>	<b>Vested</b>	
<b>Manulife Financial Corporation</b>				
- Direct interest				
Robert Allen Cook	227,040	60,152	(79,888)	207,304
Chew Yee Ming George	21,484	6,094	(12,348)	15,230
Mark Steven O'Dell	30,784	9,300	(17,681)	22,403
Leung Rockson Lok-Shuen	20,390	8,828	(11,226)	17,992

Deferred share unit, restricted share units and performance share units granted to certain employees under Manulife Financial Corporation's ESOP entitle the holder to receive cash payment equal to the value of the same number of common shares plus credited dividends upon retirement or termination of employment or as they are vested, subject to any performance conditions.



Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**DIRECTORS' REPORT (CONTINUED)**

**DIRECTORS' INTERESTS (CONTINUED)**

Other than as disclosed, no other directors in office at the end of the financial year held any interest in the shares in the Company or its related corporations during the financial year.

By virtue of the above directors' interests in the shares of the ultimate holding company, they are deemed to have an interest in the shares of the Company to the extent that the immediate holding company and the ultimate holding company have interest.

**HOLDING COMPANY**

The directors regard Manulife Holdings Berhad, a company incorporated in Malaysia, as the Company's immediate holding company, and Manulife Financial Corporation, a corporation incorporated in Canada, as the ultimate holding company.

**AUDITORS**

The auditors, Ernst & Young, have expressed their willingness to continue in office.

Signed on behalf of the Board in accordance with a resolution of the directors dated 25 March 2015.



**DATO' MD AGIL BIN MOHD NATT**

CHAIRMAN

Kuala Lumpur, Malaysia



**CHEW YEE MING GEORGE**

DIRECTOR

Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**STATEMENT BY DIRECTORS**  
**PURSUANT TO SECTION 169(15) OF THE COMPANIES ACT, 1965**

We, Dato' Md Agil bin Mohd Natt and Chew Yee Ming George, being two of the directors of Manulife Insurance Berhad, do hereby state that, in the opinion of the directors, the accompanying financial statements set out on pages 11 to 86 are drawn up in accordance with the Malaysian Financial Reporting Standards, International Financial Reporting Standards and the Companies Act, 1965 in Malaysia so as to give a true and fair view of the financial position of the Company as at 31 December 2014 and its financial performance and cash flows for the financial year then ended.

Signed on behalf of the Board in accordance with a resolution of the Directors dated 25 March 2015.



**DATO' MD AGIL BIN MOHD NATT**  
CHAIRMAN



**CHEW YEE MING GEORGE**  
DIRECTOR

Kuala Lumpur, Malaysia

**STATUTORY DECLARATION**  
**PURSUANT TO SECTION 169(16) OF THE COMPANIES ACT, 1965**

I, Tham Kok Yoke, being the officer primarily responsible for the financial management of Manulife Insurance Berhad, do solemnly and sincerely declare that the accompanying financial statements set out on pages 11 to 86 are in my opinion correct, and I make this solemn declaration conscientiously believing the same to be true and by virtue of the provisions of the Statutory Declarations Act, 1960.



**THAM KOK YOKE**

Subscribed and solemnly declared by the above named Tham Kok Yoke at Kuala Lumpur in Malaysia on 25 March 2015, before me.

COMMISSIONER FOR OATHS



8 Suite D3-U1-13, Blok D3  
Solaris Dutamas  
Jalan Dutamas 1  
50480 Kuala Lumpur

814942 M

**Independent auditors' report to the member of  
Manulife Insurance Berhad  
(Incorporated in Malaysia)**

**Report on the financial statements**

We have audited the financial statements of Manulife Insurance Berhad, which comprise the statement of financial position as at 31 December 2014, and the statement of profit or loss, statement of total comprehensive income, statement of changes in equity and statement of cash flows of the Company for the year then ended, and a summary of significant accounting policies and other explanatory information, as set out on pages 11 to 86.

*Directors' responsibility for the financial statements*

The directors of the Company are responsible for the preparation of financial statements so as to give a true and fair view in accordance with Malaysian Financial Reporting Standards, International Financial Reporting Standards and the requirements of the Companies Act, 1965 in Malaysia. The directors are also responsible for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

*Auditors' responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with approved standards on auditing in Malaysia. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgement, including the assessment of risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation of financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



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814942 M

**Independent auditors' report to the member of  
Manulife Insurance Berhad (Continued)  
(Incorporated in Malaysia)**

*Opinion*

In our opinion, the financial statements give a true and fair view of the financial position of the Company as at 31 December 2014 and of its financial performance and cash flows for the financial year then ended in accordance with Malaysian Financial Reporting Standards, International Financial Reporting Standards and the requirements of the Companies Act, 1965 in Malaysia.

**Report on other legal and regulatory requirements**

In accordance with the requirements of the Companies Act, 1965 in Malaysia, we also report that in our opinion, the accounting and other records and the registers required by the Act to be kept by the Company have been properly kept in accordance with the provisions of the Act.

**Other matters**

This report is made solely to the member of the Company, as a body, in accordance with Section 174 of the Companies Act, 1965 in Malaysia and for no other purpose. We do not assume responsibility to any other person for the content of this report.

  
Ernst & Young

AF: 0039

Chartered Accountants

Kuala Lumpur, Malaysia  
25 March 2015



Brandon Bruce Sta Maria

No. 2937/09/15(J)

Chartered Accountant

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2014**

	Note	2014 RM'000	2013 RM'000
<b>ASSETS</b>			
Property and equipment	4	20,581	16,113
Investment properties	5	49,177	45,586
Intangible assets	6	36,200	28,627
Loans and receivables	7	459,250	424,920
Available-for-sale financial assets	8(a)	2,617,360	2,509,428
Financial assets at fair value through profit or loss	8(b)	950,579	893,520
Reinsurance assets	9	2,644	1,731
Current tax assets		2,212	-
Insurance receivables	10	23,608	26,969
Cash and cash equivalents		56,403	34,404
<b>TOTAL ASSETS</b>		<b>4,218,014</b>	<b>3,981,298</b>
<b>EQUITY, POLICYHOLDERS' FUND AND LIABILITIES</b>			
Share capital	11	150,000	150,000
Retained earnings	12	247,497	204,070
Other reserve	12	11,493	15,045
<b>TOTAL EQUITY</b>		<b>408,990</b>	<b>369,115</b>
Insurance contract liabilities	13	3,272,101	3,072,831
Insurance claims liabilities	14	42,385	41,001
Financial liabilities at fair value through profit or loss	15	700	-
Deferred tax liabilities	16	33,576	41,672
Insurance payables	17	396,502	364,488
Current tax liabilities		-	2,579
Other payables	18	63,760	89,612
<b>TOTAL LIABILITIES</b>		<b>3,809,024</b>	<b>3,612,183</b>
<b>TOTAL EQUITY, POLICYHOLDERS' FUND AND LIABILITIES</b>		<b>4,218,014</b>	<b>3,981,298</b>

The accompanying notes form an integral part of these financial statements.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**STATEMENT OF PROFIT OR LOSS**  
**FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2014**

	Note	2014 RM'000	2013 RM'000
Premium income			
Gross premiums		779,025	685,265
Premiums ceded to reinsurers		(11,337)	(11,013)
Net premiums	19	767,688	674,252
Investment income	20	158,283	151,322
Net realised gains	21	55,748	97,842
Net fair value (losses)/gains	22	(12,237)	69,757
Fee income	23	2,092	2,015
Other operating income		1,767	1,144
<b>Total revenue</b>		<b>973,341</b>	<b>996,332</b>
Gross benefits and claims paid		(490,013)	(424,253)
Claims ceded to reinsurers		3,783	1,525
Gross change in contract liabilities		(260,369)	(322,808)
<b>Net claims</b>		<b>(746,599)</b>	<b>(745,536)</b>
Fee and commission expenses		(72,752)	(75,461)
Investment expenses		(8,306)	(7,923)
Management expenses	24	(90,056)	(78,956)
Other operating expenses	26	694	(11,473)
<b>Other expenses</b>		<b>(170,420)</b>	<b>(173,813)</b>
<b>Profit before taxation</b>		<b>56,322</b>	<b>76,983</b>
Taxation	27	(12,895)	(14,669)
<b>Net profit for the financial year</b>		<b>43,427</b>	<b>62,314</b>
<b>Net profit attributable to:</b>			
Equity holder of the Company		43,427	62,314
Basic and diluted earnings per share (sen)	28	14.48	20.77

The accompanying notes form an integral part of these financial statements.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**STATEMENT OF TOTAL COMPREHENSIVE INCOME**  
**FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2014**

	Note	2014 RM'000	2013 RM'000
<b>Net profit for the financial year</b>		43,427	62,314
<b>Other comprehensive losses, net of tax:</b>			
Other comprehensive losses to be reclassified to profit or loss in subsequent periods:-			
Fair value change of available-for-sale financial assets:			
- Gross fair value change	8(c)	(71,000)	(74,808)
- Deferred tax	16	5,409	8,020
		(65,591)	(66,788)
Change in insurance contract liabilities arising from unrealised net fair value losses	13	62,039	54,396
Net losses		(3,552)	(12,392)
<b>Net other comprehensive losses to be reclassified to profit or loss in subsequent periods</b>		(3,552)	(12,392)
Other comprehensive income not to be reclassified to profit or loss in subsequent periods:-			
Surplus from revaluation of properties:			
- Gross surplus from revaluation		-	641
Changes in insurance contract liabilities arising from revaluation of properties		-	(641)
Net gains		-	-
<b>Net other comprehensive income not to be reclassified to profit or loss in subsequent periods</b>		-	-
<b>Other comprehensive losses for the financial year</b>		(3,552)	(12,392)
<b>Total comprehensive income for the financial year</b>		39,875	49,922
<b>Total comprehensive income attributable to:</b>			
Equity holder of the Company		39,875	49,922

The accompanying notes form an integral part of these financial statements.

**Company No.**

814942 M

**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)****STATEMENT OF CHANGES IN EQUITY  
FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2014**

<b>Company</b>	<b>Note</b>	<b>Share capital RM'000</b>	<b>Fair value reserve RM'000</b>	<b>Retained earnings RM'000</b>	<b>Total equity RM'000</b>
At 1 January 2013		150,000	27,437	341,766	519,203
Net profit for the financial year		-	-	62,314	62,314
Other comprehensive losses for the financial year		-	(12,392)	-	(12,392)
Total comprehensive (losses)/ income for the financial year		-	(12,392)	62,314	49,922
Dividend Paid	29	-	-	(200,010)	(200,010)
At 31 December 2013/1 January 2014		150,000	15,045	204,070	369,115
Net profit for the financial year		-	-	43,427	43,427
Other comprehensive losses for the financial year		-	(3,552)	-	(3,552)
Total comprehensive (losses)/income for the financial year		-	(3,552)	43,427	39,875
At 31 December 2014		150,000	11,493	247,497	408,990

Included in the retained earnings are surplus from Non-participating life fund of the Company (net of deferred tax) of approximately RM71,719,000 (31 December 2013: RM71,719,000). These amounts are only distributable upon the actual recommended transfer from the Non-participating life fund to the Shareholder's fund by the Appointed Actuary.

The accompanying notes form an integral part of these financial statements.



**Company No.**

814942 M

**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)****STATEMENT OF CASH FLOWS  
FOR THE FINANCIAL YEAR ENDED 31 DECEMBER 2014**

	Note	2014 RM'000	2013 RM'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Net profit for the financial year		43,427	62,314
Adjustments for non-cash items	30	76,109	31,535
Operating gains before changes in operating assets and liabilities		119,536	93,849
Purchase of investments		(2,248,375)	(2,163,005)
Proceeds from sale and maturity of investments		2,073,760	2,014,139
Interest income received		100,202	100,869
Dividend income received		46,235	39,458
Rental income received		4,350	4,143
Decrease/(increase) in other receivables		13,719	(3,268)
Increase in payables		6,162	51,635
Increase in insurance claims liabilities		1,412	6,496
(Increase)/decrease in fixed and call deposits		(72,882)	101,165
Decrease in loans receivable		32,361	31,701
Cash generated from operations		76,480	277,182
Income taxes paid		(35,906)	(40,392)
Net cash inflow from operating activities		40,574	236,790
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of property and equipment		(7,706)	(2,806)
Purchase of intangible assets		(10,933)	(30,000)
Proceeds from disposal of property and equipment		64	-
Net cash outflow from investing activities		(18,575)	(32,806)
<b>CASH FLOWS FROM FINANCING ACTIVITY</b>			
Dividend paid to shareholder		-	(200,010)
Net cash outflow from financing activity		-	(200,010)
Net increase during the financial year		21,999	3,974
Cash and cash equivalents at 1 January		34,404	30,430
Cash and cash equivalents at 31 December		56,403	34,404

**CASH AND CASH EQUIVALENTS**

Cash and cash equivalents included in the statement of cash flows and statement of financial position comprise the following:

	2014 RM'000	2013 RM'000
Cash and bank balances	56,328	34,332
Short-term deposits	75	72
Cash and cash equivalents	56,403	34,404

The accompanying notes form an integral part of these financial statements.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014**

**1. GENERAL INFORMATION AND PRINCIPAL ACTIVITIES**

**General**

The Company is a public limited liability company, incorporated and domiciled in Malaysia

The immediate holding company is Manulife Holdings Berhad, a public listed company incorporated and domiciled in Malaysia and listed on the Main Market of Bursa Malaysia Securities Berhad. The ultimate holding company is Manulife Financial Corporation, a corporation incorporated and domiciled in Canada and listed on Toronto, New York and Hong Kong Stock Exchanges.

**Principal activities**

The Company is engaged principally in the underwriting of life insurance business. There have been no significant changes in the principal activities of the Company during the financial year.

**Registered office and principal place of business**

The registered office and principal place of business of the Company is located at 16<sup>th</sup> Floor, Menara Manulife, 6 Jalan Gelenggang, Damansara Heights, 50490 Kuala Lumpur.

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The following accounting policies have been used consistently in dealing with items which are considered material in relation to the financial statements.

**(a) Basis of preparation**

The financial statements of the Company have been prepared under the historical cost convention except as disclosed in this summary of significant accounting policies, and comply with Malaysian Financial Reporting Standards ("MFRS"), International Financial Reporting Standards and the provisions of the Companies Act, 1965 in Malaysia.

**(i) Adoption of new pronouncements in the current year**

The accounting policies adopted are consistent with those of the previous financial year except for the adoption of the following:

<b>Description</b>	<b>Effective Date</b>
Amendments to MFRS 132: Offsetting Financial Assets and Financial Liabilities	1 January 2014
Amendments to MFRS 10, MFRS 12 and MFRS 127: Investment Entities	1 January 2014
Amendments to MFRS 136: Recoverable Amount Disclosures for Non-Financial Assets	1 January 2014
Amendments to MFRS 139: Novation of Derivatives and Continuation of Hedge Accounting	1 January 2014
IC Interpretation 21 Levies	1 January 2014

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(a) Basis of preparation (continued)**

**(i) Adoption of new pronouncements in the current year (continued)**

Adoption of the above amendments to standards and interpretation did not have any significant effect on the financial performance or position of the Company other than additional disclosures.

**(ii) Standards and amendments/improvements to published standards that are issued but not yet effective**

The standards and amendments/improvements to published standards that are issued but not yet effective up to the date of issuance of the Company's financial statements are disclosed below. The Company intends to adopt these standards, if applicable, when they become effective.

<b>Description</b>	<b>Effective Date</b>
Amendments to MFRS 119: Defined Benefit Plans: Employee Contributions	1 July 2014
Annual Improvements to MFRSs 2010–2012 Cycle	1 July 2014
Annual Improvements to MFRSs 2011–2013 Cycle	1 July 2014
Amendments to MFRS 116, Property, Plant and Equipment and MFRS 138, Intangible Assets – Clarification of Acceptable Methods of Depreciation and Amortisation	1 January 2016
Amendments to MFRS 101: Disclosure Initiatives	1 January 2016
Annual Improvements to MFRSs 2012–2014 Cycle	1 January 2016
MFRS 15 Revenue from Contracts with Customers	1 January 2017
MFRS 9 Financial Instruments	1 January 2018

The directors expect that the adoption of the above standards and interpretations will have no material impact on the financial statements in the period of initial application except as discussed below:

**MFRS 9 Financial Instruments**

In November 2014, MASB issued the final version of MFRS 9 Financial Instruments which reflects all phases of the financial instruments project and replaces MFRS 139 Financial Instruments: Recognition and Measurement and all previous versions of MFRS 9. The standard introduces new requirements for classification and measurement, impairment and hedge accounting. MFRS 9 is effective for annual periods beginning on or after 1 January 2018, with early application permitted. Retrospective application is required, but comparative information is not compulsory. The adoption of MFRS 9 will have an effect on the classification and measurement of the Company's financial assets, but no impact on the classification and measurement of the Company's financial liabilities.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(b) Property and equipment**

Property and equipment are stated at cost or valuation less accumulated depreciation and any accumulated impairment losses.

The cost of property and equipment includes expenditure that is directly attributable to the acquisition of the assets. Dismantlement, removal or restoration costs are included as part of the cost of property and equipment if the obligation for dismantlement, removal or restoration is incurred as a consequence of acquiring or using the asset.

Subsequent expenditure relating to the property and equipment that has already been recognised is added to the carrying amount of the asset when it is probable that future economic benefits, in excess of the standard of performance of the asset before the expenditure was made, will flow to the Company and the cost can be reliably measured. Other subsequent expenditure is recognised as an expense during the financial year in which it is incurred.

Land and buildings which are substantially occupied by the Company for its operations, are classified under property and equipment.

Land and buildings are initially stated at cost and subsequently shown at fair value, based on independent valuation of the open market value on the existing use basis carried out by professional valuers less accumulated depreciation and accumulated impairment losses. The valuation of land and buildings is carried out once in every five years or earlier if the carrying values of the revalued assets are materially different from the market values.

When the land and buildings are revalued, any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the asset. The net amount is then restated to the revalued amount of the asset.

The surplus arising on revaluation is credited to the asset revaluation reserve account within insurance contract liabilities except that a surplus, to the extent that such surplus is related to and not greater than a deficit arising on revaluation previously recorded as an expense, is credited to the profit or loss. A deficit arising on revaluation is recognised as an expense except that, to the extent that such a deficit is related to a surplus which was previously recorded as a credit to the asset revaluation reserve account and which has not been subsequently reversed or utilised, it is charged directly to that account.

No depreciation is charged on freehold land. Leasehold building is amortised in equal installments over the period of their respective leases or earlier if the expected useful life is shorter than the leasehold period.

Work in progress is not depreciable until the asset is ready for its intended use.

**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)****NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)****2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)****(b) Property and equipment (continued)**

All other property and equipment are depreciated on a straight line basis to write off the cost of the assets to the residual values over their estimated useful lives. The principal annual rates of depreciation used are as follows:

Building	-	50 years (subsequent to revaluation, the revalued amounts are depreciated over the remaining useful lives following the date of the latest valuation)
Furniture, fittings and equipment	-	10% to 20%
Motor vehicles	-	20%
Renovations	-	10%

The residual values and useful lives of property and equipment are reviewed, and adjusted as appropriate, at each reporting date.

At each reporting date, the Company assesses whether there is any indication of impairment. Where an indication of impairment exists, the carrying amount of the asset is assessed and written down immediately to its recoverable amount as set out in note 2(h)(ii) on impairment.

On disposal of property and equipment, the difference between net proceeds and the carrying amount is recognised in the profit or loss. On disposal of revalued assets, the amounts of any remaining revaluation surplus relating to those assets are transferred to retained earnings.

Repairs and maintenance are charged to the profit or loss during the financial year in which they are incurred.

**(c) Intangible assets****(i) Exclusive right**

The exclusive right arises from the 10 year strategic bancassurance agreement with Alliance Bank Malaysia Berhad ("ABMB"). The exclusive right is amortised over the duration of the agreement with reference to the benefits generated from the partnership in which the Company expects to recognise the related revenue.

**(ii) Computer software**

Cost of software rights acquired or developed are amortised on a straight-line basis over a period of four years.

Computer software in progress is not depreciated until the asset is ready for its intended use.

At each reporting date, the Company assesses whether there is any indication of impairment. Where an indication of impairment exists, the carrying amount of the asset is assessed and written down immediately to its recoverable amount as set out in note 2(h)(ii) on impairment of non-financial assets.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(d) Financial instruments**

**(i) Classification, recognition and measurement of financial assets**

The Company classifies the financial assets into the following categories: financial assets at fair value through profit or loss ("FVTPL"), held-to-maturity ("HTM") financial assets, available-for-sale ("AFS") financial assets and loans and receivables ("LAR").

The classification depends on the purpose for which the investments were acquired or originated. Management determines the classification of its investments at initial recognition.

**(1) FVTPL**

Financial assets at FVTPL include financial assets held for trading and those designated at fair value through profit or loss at inception. Investments typically bought with the intention to sell in the near future are classified as held-for-trading. For investments designated at fair value through profit or loss, the following criteria must be met:

- the designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the assets or liabilities or recognising gains or losses on a different basis, or
- the assets and liabilities are part of a group of financial assets, financial liabilities or both which are managed and their performance are evaluated on a fair value basis, in accordance with a documented risk management or investment strategy.

These investments are initially recorded at fair value and transaction costs are expensed in the profit or loss. Subsequent to initial recognition, these investments are remeasured at fair value. Fair value adjustments and realised gains and losses are recognised in profit or loss.

**(2) HTM**

Non-derivative financial assets with fixed or determinable payments and fixed maturities are classified as HTM when the Company has the positive intention and ability to hold until maturity. These investments are initially recognised at cost, being the fair value of the consideration paid for the acquisition of the investments. After initial measurement, HTM financial assets are measured at amortised cost, using the effective yield method, less allowance for impairment. Gains and losses are recognised in profit or loss when the investments are derecognised or impaired, as well as through the amortisation process.

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(d) Financial instruments (continued)**

**(i) Classification, recognition and measurement of financial assets (continued)**

**(3) LAR**

LAR are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. These investments are initially recognised at cost, being the fair value of the consideration paid for the acquisition of the investments. All transaction costs directly attributable to the acquisition are also included in the cost of the investments. After initial measurement, loans and receivables are measured at amortised cost, using the effective yield method, less allowance for impairment. Gains and losses are recognised in profit or loss when the investments are derecognised or impaired, as well as through the amortisation process.

**(4) AFS**

AFS are non-derivative financial assets that are designated as available-for-sale or are not classified in any of the three preceding categories. These investments are initially recognised at cost, being the fair value of the consideration paid for the acquisition of the investments. After initial measurement, AFS are remeasured at fair value.

Investments in equity instruments that do not have a quoted market price in an active market and whose fair value cannot be reliably measured are measured at cost.

Fair value gains and losses of these investments are recognised in other comprehensive income.

On derecognition or impairment, the cumulative fair value gains and losses previously recognised in other comprehensive income are reclassified to profit or loss as net realised gains on financial assets.

**(ii) Derecognition and impairment of financial assets**

Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or when they have been transferred and the Company have also transferred substantially all risks and rewards of ownership.

On derecognition of financial asset in its entirety, the difference between the carrying amount and the sum of consideration received or receivable and any cumulative gain or loss that had been recognised in other comprehensive income is recognised in profit or loss.

All financial assets, except for FVTPL, are subject to review for impairment as set out in note 2(h)(i).

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(e) Fair value of financial instruments**

The fair value of financial instruments that are actively traded in organised financial markets is determined by reference to quoted market bid prices for assets and offer prices for liabilities, at the close of business on the reporting date.

For investments in unit and real estate investment trusts, fair value is determined by reference to published bid values.

For financial instruments where there is no active market, the fair value is determined by using valuation techniques. Such techniques include using recent arm's length transactions, reference to the current market value of another instrument which is substantially the same, discounted cash flow analysis and/or option pricing models making maximum use of market inputs and relying as little as possible on entity-specific inputs. For discounted cash flow techniques, estimated future cash flows are based on management's best estimates and the discount rate used is a market related rate for a similar instrument. Certain financial instruments are valued using pricing models that consider, among other factors, contractual and market prices, co-relation, time value of money, credit risk, yield curve volatility factors and/or prepayment rates of the underlying positions. The use of different pricing models and assumptions could produce materially different estimates of fair values.

The fair value of floating rate and over-night deposits with financial institutions is their carrying value. The carrying value is the cost of the deposits/placements and accrued interests/profits. The fair value of fixed interest/yield-bearing deposits is estimated using discounted cash flow techniques. Expected cash flows are discounted at current market rates for similar instruments at the reporting date.

If the fair value cannot be measured reliably, these financial instruments are measured at cost, being the fair value of the consideration paid for the acquisition of the instrument or the amount received on issuing the financial liability. All transaction costs directly attributable to the acquisition are also included in the cost of the investment.

**(f) Offsetting of financial assets and financial liabilities**

Financial assets and financial liabilities are offset and net amount reported in the statement of financial position only when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liability simultaneously.



**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(g) Investment properties**

Investment properties comprise land and buildings held by the Company which are held for long term rental yields or for capital appreciation or both and are not substantially occupied by the Company.

Investment properties are initially stated at cost including related and incidental expenditure incurred, and are subsequently carried at fair value by the directors based on independent valuation of the open market values on existing use basis carried out by professional valuers. These valuations are reviewed annually and a formal valuation by an independent professional valuer is carried out once in every three years or earlier if the carrying values of the investment properties are materially different from the market values. Investment properties are not depreciated.

Any changes in the fair values of investment properties are recorded in the profit or loss.

On disposal of investment properties, the difference between net proceeds and the carrying amount is recognised in the profit or loss as appropriate.

If an investment property becomes owner-occupied, it is reclassified to property and equipment at its carrying value at the date of transfer.

**(h) Impairment of assets**

**(i) Financial assets**

The Company assesses at each reporting date whether there is any objective evidence that a financial asset or group of financial assets is impaired.

**Financial assets carried at amortised cost**

The Company first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If it is determined that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group of financial assets is collectively assessed for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in the collective assessment of impairment. The impairment assessment is performed at each reporting date.

If there is objective evidence that an impairment loss on financial assets carried at amortised cost has been incurred, the amount of the impairment loss is measured as the difference between the financial asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the financial asset is reduced and the impairment loss is recorded in the profit or loss.

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(h) Impairment of assets (continued)**

**(i) Financial assets (continued)**

**Financial assets carried at amortised cost (continued)**

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed. Any subsequent reversal of an impairment loss is recognised in the profit or loss, to the extent that the carrying value of the asset does not exceed its amortised cost at the reversal date.

**AFS financial assets**

If an AFS financial asset is impaired, an amount comprising the difference between its cost (net of any principal repayment and amortisation) and its current fair value, less any impairment loss as previously recognised in the profit or loss, is transferred from equity or insurance contract liabilities to the profit or loss.

Reversal of impairment losses on equity instruments classified as AFS financial assets are not recognised in the profit or loss. Increase in fair value, if any, subsequent to impairment loss is recognised in other comprehensive income. Reversal of impairment losses on debt instruments classified as AFS financial assets are reversed through the profit or loss if the increase in the fair value of the instruments can be objectively related to an event occurring after the impairment losses were recognised in the profit or loss.

**(ii) Non-financial assets**

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. Impairment loss is recognised for the amount by which the carrying amount of the asset exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest level for which there is separately identifiable cash flows.

Non-financial assets that suffered impairment are reviewed for possible reversal of impairment at each reporting date. Impairment loss is charged to the profit or loss unless it reverses a previous revaluation in which case it is charged to the revaluation surplus. Any subsequent increase in the recoverable amount is recognised in the profit or loss unless it reverses an impairment loss on a revalued asset, in which case it is taken to revaluation surplus.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(i) Employee benefits**

**(i) Short-term employee benefits**

Wages, salaries, paid annual leave and sick leave, bonuses, social security contributions and non-monetary benefits are accrued in the financial year in which the associated services are rendered by employees of the Company.

**(ii) Post-employment benefits**

The Company is required to contribute to the Employees' Provident Fund, a defined contribution plan.

Other than the mandatory contributions to the Employees' Provident Fund, the Company makes contributions to a separately funded defined contribution retirement benefits scheme ("the Scheme"), which is operated by the immediate holding company and administered by the Trustees of the Scheme, for all employees of the Group, including employees of the Company. Under the Scheme, the Company shall make contributions to the Scheme at such rate and at such frequency as shall be determined from time to time by the immediate holding company and the Trustees of the Scheme, with the advice of an Actuary, provided that the total contribution by the Company to the Scheme and to the Employees' Provident Fund does not exceed 15% of the employees' salary. Actuarial investigation is carried out periodically to assess the financial condition of the Scheme.

The contribution payable for the financial year is charged to the profit or loss. Once the contributions have been paid, the Company has no further payment obligations.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(i) Employee benefits (continued)**

**(iii) Share-based compensation**

The Company participated in share-based compensation plans granted to certain employees of Manulife Financial Corporation Group as consideration for services rendered. These plans include both equity-settled share options and cash-settled share-based compensation scheme to eligible employees.

**(i) Equity-settled share based compensation**

The fair value of equity settled, share-based compensation granted to employees as at the grant date is recognised in the profit and loss over the vesting periods of the grant. The fair value of the grant is measured using the Black Scholes option pricing model, with the market price or strike price being the closing transaction price of Manulife Financial Corporation ("MFC") shares prior to the grant date. In valuing the share-based payments, no account is taken of any performance conditions, other than conditions linked to the price of the shares of MFC if applicable.

At each date of the statement of financial position, the Company review its estimates of the number of employees expected to meet service vesting conditions and the fair value of the liability incurred. The impact of the revision of the original estimate, if any, is recognised in the profit or loss.

**(ii) Cash-settled share-based compensation**

The fair value of the employee services received in exchange for the grant of the share appreciation rights is recognised in the profit or loss over the vesting periods of the grant with a corresponding increase in liabilities.

The total amount to be expensed over the vesting period is determined by reference to the fair value of the share appreciation rights of Manulife Financial Corporation. At each date of the statement of financial position, the Company review its estimates of the number of employees expected to meet service vesting conditions and the fair value of the liability incurred. The impact of the revision of the original estimate, if any, is recognised in the profit or loss.

The cumulative liability incurred net of any directly attributable transaction costs, will be reversed as cash is paid at the end of the vesting period.

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(j) Foreign currencies**

**(i) Functional and Presentation currency**

Items included in the financial statements of the Company are measured using the currency of the primary economic environment in which the Company operates (“the functional currency”).

The financial statements are presented in Ringgit Malaysia, which is the Company’s functional and presentation currency.

**(ii) Transaction and balances**

Transactions in a currency other than the functional currency (“foreign currency”) are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Currency translation gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of profit or loss.

**(iii) Operations denominated in functional currency other than Ringgit Malaysia**

The results and financial position of Investment-linked funds’ operations (none of which has the currency of a hyperinflationary economy) with functional currency that is different from the presentation currency of the Company are translated into the presentation currency as follows:

- (1) Assets and liabilities for statement of financial position presented are translated at the closing rate at the date of the statement of financial position; and
- (2) Income and expenses for the profit or loss are translated at average exchange rate (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates), in which case income and expenses are translated using the exchange rates at the date of the transactions.

**(k) Product classification**

An insurance contract is a contract under which the Company (the insurer) has accepted significant insurance risk from another party (the policyholders) by agreeing to compensate the policyholders if a specified uncertain future event (the insured event) adversely affects the policyholders. For purposes of MFRS 4 on “Insurance Contracts”, the Company defines insurance risk to be significant when the benefits payable on the occurrence of the insured event are 5% or more than the benefits payable if the insured event did not occur at any one point of the insurance contract. Based on this definition, all policy contracts issued by the Company, including investment-linked contracts, are considered insurance contracts as at the date of the statement of financial position. The investment components of the investment-linked contracts are not unbundled.

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(k) Product classification (continued)**

Investment contracts are those contracts that do not transfer significant insurance risk, but significant financial risk. Financial risk is the risk of a possible future change in one or more of a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of price or rate, credit rating or credit index or other variable, provided in the case of a non-financial variable that the variable is not specific to a party to the contract. Insurance risk is the risk other than financial risk.

Once a contract has been classified as an insurance contract, it remains an insurance contract for the remainder of its life-time, even if the insurance risk reduces significantly during this period, unless all rights and obligations are extinguished or expired. Investment contracts can, however, be reclassified as insurance contracts after inception if insurance risk becomes significant.

Insurance and investment contracts are further classified as being either with or without discretionary participation features ("DPF"). DPF is a contractual right to receive, as a supplement to guaranteed benefits, additional benefits that are:

- likely to be a significant portion of the total contractual benefits;
- whose amount or timing is contractually at the discretion of the issuer; and
- that are contractually based on the:
  - performance of a specified pool of contracts or a specified type of contract;
  - realised and/or unrealised investment returns on a specified pool of assets held by the issuer; or
  - profit or loss of the Company, fund or other entity that issues the contract.

Contracts in the Participating life fund are classified as insurance contracts with DPF and contracts in the Non-participating life fund are classified as insurance contracts without DPF.

For financial options and guarantees which are not closely related to the host insurance contract and/or investment contract with DPF, bifurcation is required to measure these embedded derivatives separately at fair value through profit or loss. However, bifurcation is not required if the embedded derivative is itself an insurance contract and/or investment contract with DPF, or if the host insurance contract and/or investment contract itself is measured at fair value through profit or loss.

**(l) Reinsurance**

The Company cedes insurance risk in the normal course of business for its businesses. Reinsurance assets represent balances due from reinsurance companies. Amounts recoverable from reinsurers are estimated in a manner consistent with the outstanding claims provision or settled claims associated with the reinsurer's policies and are in accordance with the related reinsurance contracts.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(l) Reinsurance (continued)**

Ceded reinsurance arrangements do not relieve the Company from its obligations to policyholders. Premiums and claims are presented on a gross basis for ceded reinsurance.

Reinsurance assets are reviewed for impairment at each reporting date or more frequently when an indication of impairment arises during the reporting period. Impairment occurs when there is objective evidence as a result of an event that occurred after initial recognition of the reinsurance asset that the Company may not receive all outstanding amounts due under the terms of the contract and the event has a reliably measurable impact on the amounts that the Company will receive from the reinsurer. The impairment loss is recorded in the profit or loss.

Reinsurance liabilities represent balances due to reinsurance companies. Amounts payable are estimated in a manner consistent with the related reinsurance contract.

Reinsurance assets or liabilities are derecognised when the contractual rights are extinguished or expire or when the contract is transferred to another party.

**(m) Life insurance underwriting results**

**(i) Gross premiums**

Premium income includes premium recognised in the Life fund and the Investment-linked funds. Premium income of the Life fund is recognised as soon as the amount of the premium can be reliably measured. First premium is recognised from inception date and subsequent premium is recognised when it is due.

At the end of the financial year, all due premiums are accounted for to the extent that they can be reliably measured.

Premium income of the Investment-linked funds is in respect of the net creation of units which represents premiums paid by policyholders as payment for a new contract or subsequent payments to increase the amount of that contract. Net creation of units is recognised on a receipt basis.

**(ii) Reinsurance premiums**

Outward reinsurance premiums are recognised in the same accounting period as the original policies to which the reinsurance relates.

**(iii) Commission and agency expenses**

Commission and agency expenses, which are costs directly incurred in securing premium on insurance policies, net of income derived from reinsurers in the course of ceding of premium to reinsurers, are charged to the profit or loss in the financial year in which they are incurred.

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(m) Life insurance underwriting results (continued)**

**(iv) Benefits, claims and expenses**

Benefits and claims that are incurred during the financial year are recognised when a claimable event occurs and/or when the insurer is notified.

Recoveries on reinsurance claims are accounted for in the same financial year as the original claims are recognised.

Benefits and claims for claims arising on life insurance policies including settlement costs, less reinsurance recoveries, are accounted for using the case basis method and for this purpose, the benefits payable under a life insurance policy are recognised as follows:

- (1) maturity or other policy benefit payments due on specified dates are treated as claims payable on the due dates; and
- (2) death, surrender and other benefits without due dates are treated as claims payable, on the date of receipt of intimation of death of the assured or occurrence of contingency covered.

**(n) Insurance receivables**

Insurance receivables are recognised when due and measured on initial recognition at the fair value of the consideration received or receivable. Subsequent to initial recognition, insurance receivables are measured at amortised cost, using the effective yield method.

If there is objective evidence that the insurance receivables are impaired, the Company reduces the carrying amount of the insurance receivables accordingly and recognises that impairment loss in the profit or loss. The Company gathers the objective evidence that an insurance receivable is impaired using the same process adopted for financial assets carried at amortised cost and impairment loss is calculated under the same method used for these financial assets as set out in note 2(h)(i) on impairment.

Insurance receivables are derecognised when the derecognition criteria for financial assets, as described in note 2(d)(ii), have been met.

**(o) Assets held for sale**

Non-current assets are classified as assets held for sale and stated at the lower of carrying amount and fair value less costs to sell if their carrying amount is recovered principally through a sale transaction rather than through continuing use.



**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(p) Taxation**

Income tax on profit or loss for the financial year comprises current and deferred tax. Current tax is the expected amount of income taxes payable in respect of taxable profits for the financial year and is measured using the tax rates that have been enacted at the reporting date. Current tax is recognised in the profit or loss.

Deferred tax is recognised in full, using the liability method, on temporary differences arising between the amounts attributed to assets and liabilities for tax purposes and their carrying amounts in the financial statements.

Deferred tax assets are recognised to the extent that it is probable that future taxable profits will be available against which the deductible temporary differences or unused tax losses can be utilised. Deferred tax assets are reviewed at the end of each reporting date and are reduced to the extent that it is no longer probable that the related benefit will be realised.

Deferred tax is determined using tax rates (and tax laws) that have been enacted or substantively enacted by the date of the statement of financial position and are expected to apply when the related deferred tax asset is realised or when the deferred tax liability is settled. Deferred tax is recognised in the profit or loss except when it arises from a transaction which is recognised in other comprehensive income or directly in equity or directly in the insurance contract liabilities, in which case, the deferred tax is also charged or credited to other comprehensive income or directly in equity or directly in the insurance contract liabilities.

**(q) Cash and cash equivalents**

Cash and cash equivalents consist of cash at bank balances and deposits held at call with financial institutions with original maturities of three months or less. It excludes deposits which are held for investment purpose.

The Company classifies cash flows from the acquisition and disposal of financial assets as operating cash flows, as the purchases are funded from cash flows associated with the origination of insurance contracts, net of cash flows for payments of benefits and claims incurred for insurance contracts, which are respectively treated under the operating activities.

**(r) Other revenue recognition**

Interest income is recognised using the effective interest rate method. When a loan and receivable is impaired, the Company reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at the original effective interest rate of the instrument, and continues unwinding the discount as interest income. Interest income on impaired loans and receivables is recognised using the original effective interest rate.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(r) Other revenue recognition (continued)**

Other interest income including the amount of amortisation of premiums and accretion of discounts is recognised on a time proportion basis that takes into account the effective yield of the assets.

Dividend income is recognised in the financial statements when the right to receive payment is established.

Rental income from investment properties are recognised on a straight line basis over the term of the lease.

Realised gains and losses recorded in the profit or loss on investments include gains and losses on financial assets and investment properties. Gains and losses on the sale of investments are calculated as the difference between net sales proceeds and the original or amortised cost and are recorded on occurrence of the sale transaction.

Fee income is recognised when the services are provided.

**(s) Dividends on ordinary share capital**

Dividends on ordinary shares are recognised as a liability in the financial year in which it is declared and approved by the Company's shareholder.

**(t) Contingent liabilities and contingent assets**

The Company does not recognise a contingent liability but discloses its existence in the financial statements. A contingent liability is a possible obligation that arises from past events whose existence will be confirmed by the occurrence or non-occurrence of one or more uncertain future events beyond the control of the Company or a present obligation that is not recognised because it is not probable that an outflow of resources will be required to settle the obligation. A contingent liability also arises in the extremely rare circumstance where there is a liability that cannot be recognised because it cannot be measured reliably.

A contingent asset is a possible asset that arises from past events whose existence will be confirmed by the occurrence or non-occurrence of one or more uncertain future events beyond the control of the Company. The Company does not recognise contingent assets but discloses their existence where inflows of economic benefits are probable, but not virtually certain.

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(u) Insurance contract liabilities**

**(i) Actuarial liabilities**

Actuarial liabilities are recognised when contracts are entered into and premiums are charged.

These liabilities are measured by the gross premium valuation method, a prospective actuarial valuation method. The liability is determined as the sum of the present value of future guaranteed and, in the case of a participating life policy, appropriate level of non-guaranteed benefits, and the expected future management and distribution expenses, less the present value of future gross considerations arising from the policy discounted at the appropriate risk discount rate. The liability is based on best estimate assumptions and with due regard to significant recent experience. An appropriate allowance for provision of risk margin for adverse deviation from expected experience is made in the valuation of Non-participating life policies, the guaranteed benefits liabilities of Participating life policies and non-unit liabilities of investment-linked policies.

The liability in respect of policies of a Participating insurance contract is taken as the higher of the guaranteed benefit liabilities or the total benefit liabilities at the fund level.

In the case of a life policy where a part of, or the whole of the premiums are accumulated in a fund, the accumulated amount, as declared to the policy owners, are set as the liabilities if the accumulated amount is higher than the figure as calculated using the prospective actuarial valuation method.

Where policies or extensions of a policy are collectively treated as an asset at the fund level under the valuation method adopted, the value of such asset is eliminated through zerorisation.

In the case of a 1-year life policy or a 1-year extension to a life policy covering contingencies other than death or survival, the liability for such life insurance contracts comprises the provision for unearned premiums and unexpired risks, as well as for claims outstanding, which includes an estimate of the incurred claims that have not yet been reported to the Company.

The liability is derecognised when the contract expires, is discharged or is cancelled.

At each reporting date, an assessment is made of whether the recognised insurance contract liabilities are adequate, net of present value of in-force business ("PVIF") by using an existing liability adequacy test.

Any inadequacy is recorded in the profit or loss, initially by impairing PVIF and subsequently by establishing technical reserves for the remaining loss. In subsequent periods, the liability for a block of business that has failed the adequacy test is based on the assumptions that are established at the time of the loss recognition. Impairment losses resulting from liability adequacy testing can be reversed in future years if the impairment no longer exists.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(u) Insurance contract liabilities (continued)**

**(ii) Unallocated surplus**

Surpluses of contract under the Participating life fund are attributable to policyholders and shareholders and the amount and timing of distribution to both the policyholders and shareholders are determined by an actuarial valuation of the long term liabilities to policyholders at the date of the statement of financial position and is made in accordance with the provision of the Financial Services Act 2013 and related regulation by the Company's Appointed Actuary. Unallocated surplus of Participating life fund, where the amounts of surplus are yet to be allocated or distributed to either policyholders or shareholders by the end of the financial year, are held within the insurance contract liabilities.

**(iii) Fair value reserve**

Fair value gains and losses on AFS financial assets of Participating life fund are initially recognised in other comprehensive income. Subsequently, an equivalent amount of adjustment to the insurance contract liabilities is recognised.

**(iv) Asset revaluation reserve**

Revaluation surplus and deficit of self-occupied properties of Participating life fund are initially recognised in other comprehensive income. Subsequently, an equivalent amount of adjustment to the insurance contract liabilities is recognised.

**(v) Net asset value attributable to unit holders**

The unit liability of investment-linked policy is equal to the net asset value of the Investment-linked funds, which represents net premium received and investment returns credited to the policy less deduction for mortality, morbidity costs and expense charges.

**(v) Fair value measurement**

Fair value of an asset or liability is measured at a price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either in the principal market or in the absence of a principal market, in the most advantageous market.

For non-financial assets, the fair value measurement takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The valuation techniques and categories of fair values of assets and liabilities are further described in note 4, note 5, note 32(b) and note 32(c).

**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**3. CRITICAL ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS**

In the process of applying the Company's accounting policies, the Company establishes estimates, assumptions and judgements that affect the reported amounts of assets and liabilities. Estimates and judgements are continuously evaluated and are based on historical experience and other factors, including expectations of future events and reinsurance premium levels that are believed to be reasonable with the knowledge and information then available. Best estimate assumptions are constantly reviewed to ensure that they remain relevant and valid. The resulting accounting estimates will, by definition, seldom equal to the related actual results.

Significant areas of estimation uncertainty and critical judgements in applying accounting policies that have significant effect on the amounts recognised in the financial statements are as follows:-

- (i) Valuation of self-occupied properties and investment properties – note 4 and note 5
- (ii) Impairment of financial assets – note 2(h)(i)
- (iii) Impairment of intangible assets – note 2(h)(ii)

Other than the above, the estimates, assumptions and judgements that have significant risk of causing a material adjustment to the carrying amounts of assets and liabilities in the future are discussed below.

**Valuation of actuarial liabilities**

The valuation of the ultimate liability arising from policy benefits made under life insurance contracts is the Company's most critical accounting estimate. The assumptions in relation to mortality, morbidity, longevity, investment returns, expenses, surrender (including lapse) rates, policyholders' bonuses/dividends and discount rates are used for calculating the liabilities during the life of the contract. Such assumptions require a significant amount of professional judgement and therefore, actual experience may be materially different than the assumptions made by the Company. Actual experience is monitored to assess whether the assumptions remain appropriate and assumptions are changed as warranted. Any movement in the key assumptions will have an effect in determining the actuarial liabilities. All contracts are subject to a liability adequacy test, which reflect management's best current estimate.

The key assumptions used in the estimation of actuarial liabilities are as follows:

Interest rate

The discount rates used for the valuation of Non-participating life fund, the non-unit liabilities of the Investment-linked operating fund and the guaranteed benefits liabilities of the Participating life fund under the "Risk-Based Capital Framework for Insurers" are described below:-

- (i) For cash flows with duration of less than 15 years, Malaysia Government Bond zero coupon spot yields of matching duration are used; and
- (ii) For cash flows with duration of 15 years or more, Malaysia Government Bond zero coupon spot yields of 15 years to maturity are used

where duration is the term to maturity of each future cash flow.

Zero coupon spot yields as at current financial year end are obtained from Bond Pricing Agency Malaysia Sdn Bhd (a bond pricing agency approved by BNM) and used for the valuation of guaranteed liabilities for all products, except for the US dollar denominated variable annuity ("VA") which used the corresponding US treasury yield as the valuation interest rate.

For the valuation of total benefits liabilities of the Participating life fund, a suitable discount rate based on the historical yield and future investment outlook of the respective fund is used.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**3. CRITICAL ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS (CONTINUED)**

Interest rate (continued)

Table below shows the valuation discounting yields for all the respective life funds, after taking into consideration the applicable adjustment on investment expense and investment income tax.

Calendar Year	Resultant Valuation Discounting Yields			
	Ordinary Par	Annuity Par	Non-Par + IL	IL VA
2015	5.08%	3.42%	3.42%	0.25%
2016	5.23%	3.76%	3.76%	1.21%
2017	5.38%	3.86%	3.86%	2.03%
2018	5.53%	3.96%	3.96%	2.37%
2019	5.67%	4.20%	4.20%	2.67%
2020	5.82%	4.74%	4.74%	2.60%
2021	5.97%	4.69%	4.69%	2.98%
2022	6.12%	4.09%	4.09%	2.89%
2023	6.27%	4.00%	4.00%	2.75%
2024	6.42%	4.38%	4.38%	3.09%
2025	6.42%	4.88%	4.88%	2.81%
2026	6.42%	5.02%	5.02%	2.91%
2027	6.42%	5.16%	5.16%	3.00%
2028	6.42%	5.30%	5.30%	3.10%
2029	6.42%	5.90%	5.90%	3.19%
2030	6.42%	5.90%	5.90%	2.52%
2031+	6.42%	4.49%	4.49%	2.52%

Mortality, morbidity, critical illness, expenses and surrenders (including lapses)

The Company based its mortality and morbidity assumptions on established industry and Malaysian tables which reflect historical experiences, adjusted where appropriate to reflect the Company's unique risk exposure, product characteristics, target markets and own claims severity and frequency experiences. For those contracts that insure risk to longevity, prudent allowance is made for expected future mortality improvements.

Assumptions on future expenses are based on current expense levels with appropriate expected expense inflation adjustments.

Assumptions on surrenders (including lapses, Investment-linked premium persistency and partial withdrawal) are derived from the Company's historical experience.

All assumptions are monitored through regular experience studies to ensure relevance and appropriateness.

For the Non-participating life fund, the non-unit liabilities of the Investment-linked Operating fund and the guaranteed benefits liabilities of the Participating life fund, provision of risk for adverse deviation ("PRAD") assumptions are added to the best estimate assumptions.

For the valuation of total benefit liabilities of the Participating life fund, the best estimates assumptions are used.

**Participating Policyholders' Bonuses/Dividends**

Continuance of current bonus level is assumed in the best estimate valuation.

**Company No.**

814942 M

**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)****NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)****4. PROPERTY AND EQUIPMENT**

	Note	Building RM'000	Work in progress RM'000	Furniture, fittings and equipment RM'000	Motor vehicles RM'000	Renovations RM'000	Total RM'000
<b>Cost/valuation</b>							
At 1 January 2013		4,337	974	14,496	266	-	20,073
Additions		-	2,225	581	-	-	2,806
Transfer to furniture, fittings and equipment		-	(897)	897	-	-	-
Transfer from investment properties	5	4,507	-	-	-	-	4,507
Transfer from a related company		-	-	3	-	-	3
Transfer to a related company		-	-	(40)	-	-	(40)
Write off		-	(77)	(38)	(4)	-	(119)
Revaluation surplus		399	-	-	-	-	399
At 31 December 2013/1 January 2014		9,243	2,225	15,899	262	-	27,629
Additions		-	7,300	185	221	-	7,706
Disposal		-	-	-	(107)	-	(107)
Transfer from/(to) building		1,005	(1,005)	-	-	-	-
Transfer to intangible assets	6	-	-	(644)	-	-	(644)
Transfer to furniture, fittings and equipment and renovations		-	(5,344)	2,646	-	2,698	-
Transfer to investment properties	5	-	(3,550)	-	-	-	(3,550)
Transfer from/(to) holding company		-	2,681	(4)	-	-	2,677
Transfer to related companies		-	(274)	-	-	-	(274)
Write off		-	-	(1,310)	-	-	(1,310)
At 31 December 2014		10,248	2,033	16,772	376	2,698	32,127
<u>Comprising assets stated at 31 December 2014:</u>							
Valuation		10,248	-	-	-	-	10,248
Cost		-	2,033	16,772	376	2,698	21,879
		10,248	2,033	16,772	376	2,698	32,127

Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**4. PROPERTY AND EQUIPMENT (CONTINUED)**

	Building RM'000	Work in progress RM'000	Furniture, fittings and equipment RM'000	Motor vehicles RM'000	Renovations RM'000	Total RM'000
<u>Comprising assets stated at 31 December 2013:</u>						
Valuation	9,243	-	-	-	-	9,243
Cost	-	2,225	15,899	262	-	18,386
	<u>9,243</u>	<u>2,225</u>	<u>15,899</u>	<u>262</u>	<u>-</u>	<u>27,629</u>
<b>Accumulated depreciation</b>						
At 1 January 2013	121	-	10,211	144	-	10,476
Charge for the financial year	121	-	1,183	23	-	1,327
Transfer from a related company	-	-	1	-	-	1
Transfer to a related company	-	-	(11)	-	-	(11)
Write off	-	-	(31)	(4)	-	(35)
Reversal on revaluation of properties	(242)	-	-	-	-	(242)
At 31 December 2013/1 January 2014	-	-	11,353	163	-	11,516
Charge for the financial year	273	-	1,164	22	22	1,481
Disposal	-	-	-	(82)	-	(82)
Transfer to intangible assets	-	-	(386)	-	-	(386)
Transfer to holding company	-	-	(3)	-	-	(3)
Write off	-	-	(980)	-	-	(980)
At 31 December 2014	<u>273</u>	<u>-</u>	<u>11,148</u>	<u>103</u>	<u>22</u>	<u>11,546</u>
<b>Net carrying amount</b>						
At 31 December 2014	<u>9,975</u>	<u>2,033</u>	<u>5,624</u>	<u>273</u>	<u>2,676</u>	<u>20,581</u>
At 31 December 2013	<u>9,243</u>	<u>2,225</u>	<u>4,546</u>	<u>99</u>	<u>-</u>	<u>16,113</u>



**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**4. PROPERTY AND EQUIPMENT (CONTINUED)**

The net book value of the revalued building had these assets been carried at cost less accumulated depreciation is as follows:

	<b>2014</b> <b>RM'000</b>	<b>2013</b> <b>RM'000</b>
Building	<u>6,849</u>	<u>7,005</u>

The title deed of self-occupied properties of the insurance fund which was previously registered under the name of the Company's immediate holding company, Manulife Holdings Berhad is pending State authority consent for transfer to the Company's name to be in compliance with the requirements of Financial Services Act, 2013.

The Company has carried out a valuation on the freehold properties based on the income method conducted by an independent qualified valuer, Sr Heng Kiang Hai, MBA (Real Estate), B.Surv (Hons) Prop.Mgt, MRICS, FRISM, MPEPS, MMIPPM, Registered Valuer (V-486) of C H Williams Talhar & Wong Sdn Bhd as disclosed below. No adjustments have been made in the current financial year as the latest market value assessed approximates the existing carrying amounts on 31 December 2014. The last recognised revalued amount was based on the valuation exercise performed as of 31 December 2013.

Under the income method, the market value of the properties is determined based on the net annual income which is derived by deducting the annual outgoings from the gross annual income and capitalising the net income by a suitable rate of return consistent with the type and quality of the investment.

**Fair value hierarchy**

A level is assigned to each fair value measurement based on the lowest level input significant to the fair value measurement in its entirety. The three-level hierarchy is defined as follows:-

Level 1 – Fair value is derived from unadjusted quoted price in active markets for identical properties that the entity can access at the measurement date.

Level 2 – Fair value is estimated using inputs that are observable for the properties, either directly or indirectly.

Level 3 – Fair value is estimated using unobservable inputs for the properties.

The fair value of the freehold properties is classified within level 2 of the fair value hierarchy. The fair value of the properties are as follows:

	<b>2014</b> <b>RM'000</b>	<b>2013</b> <b>RM'000</b>
Fair value as stated in valuation report	<u>9,935</u>	<u>9,243</u>
Last recognised revalued amount	<u>9,243</u>	<u>9,243</u>

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**5. INVESTMENT PROPERTIES**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
At 1 January	45,586	48,897
Transfer from/(to) self-occupied properties (note 4)	3,550	(4,507)
Fair value gain (note 22)	41	1,196
At 31 December	<u>49,177</u>	<u>45,586</u>
Represented by:		
Freehold properties	<u>49,177</u>	<u>45,586</u>

The title deed of investment properties of the insurance fund which was previously registered under the name of the Company's immediate holding company, Manulife Holdings Berhad is pending State authority consent for transfer to the Company's name to be in compliance with the requirements of Financial Services Act, 2013.

The following are amounts arising from investment properties that have been recognised in the profit or loss during the financial year:

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Rental income (note 20)	4,350	3,883
Direct operating expenses arising from investment properties that generate rental income	(1,555)	(1,348)
Direct operating expenses arising from investment properties that did not generate rental income	<u>(322)</u>	<u>(264)</u>

The Company has carried out a valuation of the freehold properties based on the income method conducted by an independent qualified valuer, Sr Heng Kiang Hai, MBA (Real Estate), B.Surv (Hons) Prop.Mgt, MRICS, FRISM, MPEPS, MMIPPM, Registered Valuer (V-486) of C H Williams Talhar & Wong Sdn Bhd. The valuation of these properties was adopted for the financial year ended 31 December 2014.

The fair value of the investment properties is categorised under Level 2 of the fair value hierarchy and the key inputs used to derive such fair value are as set out in note 4.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**6. INTANGIBLE ASSETS**

	Note	Exclusive right RM'000	Computer software RM'000	Total RM'000
<b>Cost</b>				
At 1 January 2013		-	491	491
Additions		30,000	-	30,000
At 31 December 2013/1 January 2014		30,000	491	30,491
Additions		10,000	933	10,933
Transfer from property and equipment	4	-	644	644
At 31 December 2014		40,000	2,068	42,068
<b>Accumulated amortisation</b>				
At 1 January 2013		-	491	491
Amortisation during the financial year	24	1,373	-	1,373
At 31 December 2013/1 January 2014		1,373	491	1,864
Amortisation during the financial year	24	3,505	113	3,618
Transfer from property and equipment		-	386	386
At 31 December 2014		4,878	990	5,868
<b>Net carrying amount</b>				
At 31 December 2014		35,122	1,078	36,200
At 31 December 2013		28,627	-	28,627

The Exclusive right is a definite life intangible asset and relates to a 10-year exclusive bancassurance agreement entered into between the Company and Alliance Bank Malaysia Berhad ("ABMB") on 13 June 2013. The Exclusive right is amortised over the tenure of the agreement in accordance with note 2(c)(i).

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**7. LOANS AND RECEIVABLES**

		<b>2014</b>	<b>2013</b>
		<b>RM'000</b>	<b>RM'000</b>
Loans receivable:			
Policy loans		245,902	277,984
Mortgage loans		2,472	2,674
Staff loans		497	574
		<u>248,871</u>	<u>281,232</u>
Allowance for impairment loss		(181)	(181)
	(i)	<u>248,690</u>	<u>281,051</u>
Fixed and call deposits with licensed banks in Malaysia		193,595	118,164
Accrued interest		166	55
	(ii)	<u>193,761</u>	<u>118,219</u>
Other receivables:			
Amount due from related companies	(iii)	2,030	2,842
Accrued dividend income		3,084	3,072
Accrued rental income		11	10
Deposits		633	634
Other debtors		9,654	18,656
	(iv)	<u>15,412</u>	<u>25,214</u>
Prepayments		<u>1,387</u>	<u>436</u>
Total		<u>459,250</u>	<u>424,920</u>

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**7. LOANS AND RECEIVABLES (CONTINUED)**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
(i) Loans receivable:		
Receivable within 12 months	406	447
Receivable after 12 months	248,284	280,604
	<u>248,690</u>	<u>281,051</u>
(ii) Fixed and call deposits with licensed banks in Malaysia:		
Receivable within 12 months	136,873	63,880
Receivable after 12 months	56,888	54,339
	<u>193,761</u>	<u>118,219</u>
(iii) The amount due from related companies is unsecured, trade related, interest free and repayable on demand.		
(iv) Other receivables:		
Receivable within 12 months	15,022	24,824
Receivable after 12 months	390	390
	<u>15,412</u>	<u>25,214</u>

The carrying amounts of other receivables approximate the fair values due to the relatively short term maturity of these balances.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**8. FINANCIAL ASSETS**

**(a) Available-for-sale**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Equity securities		
- Quoted in Malaysia	688,748	721,064
- Unquoted	1,944	1,944
Unit trust funds*	231,112	230,197
Malaysian Government Securities	638,011	602,428
Government Investment Issues	166,109	165,768
Corporate debt securities		
- Unquoted	875,291	773,738
Accrued interest	16,145	14,289
	<u>2,617,360</u>	<u>2,509,428</u>
Current	1,028,931	1,058,140
Non-current	1,588,429	1,451,288
	<u>2,617,360</u>	<u>2,509,428</u>

**(b) Fair value through profit or loss - designated upon initial recognition**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Equity securities		
- Quoted in Malaysia	287,743	360,029
- Quoted outside Malaysia	4,153	1,236
Unit trust funds*	486	1,554
Malaysian Government Securities	67,133	70,846
Government Investment Issues	18,541	20,809
Corporate debt securities		
- Unquoted	195,545	212,009
Mutual funds		
- Quoted outside Malaysia	374,566	224,527
Accrued interest	2,412	2,510
	<u>950,579</u>	<u>893,520</u>
Current	763,305	676,507
Non-current	187,274	217,013
	<u>950,579</u>	<u>893,520</u>

\* Includes investment in unit trust fund managed by a related company.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**8. FINANCIAL ASSETS (CONTINUED)**

**(c) Carrying value of financial assets**

The financial assets and its movement are further analysed as follows:-

	<b>Available- for-sale RM'000</b>	<b>Fair value through profit or loss RM'000</b>	<b>Total RM'000</b>
At 1 January 2013	2,437,881	714,785	3,152,666
Purchases	950,353	1,212,652	2,163,005
Maturities	(71,100)	(17,606)	(88,706)
Disposals	(735,315)	(1,045,780)	(1,781,095)
Fair value gains/(losses) recorded in:			
Profit or loss (note 22)	-	22,541	22,541
Other comprehensive income	(74,808)	-	(74,808)
Allowance for impairment losses (note 22)	(476)	-	(476)
Accretion of discounts, net of amortisation of premiums (note 20)	3,022	197	3,219
Unrealised exchange gains	-	7,140	7,140
Movement in accrued interest	(129)	(409)	(538)
At 31 December 2013/1 January 2014	<u>2,509,428</u>	<u>893,520</u>	<u>3,402,948</u>
Purchases	1,097,261	1,151,114	2,248,375
Maturities	(45,850)	(7,850)	(53,700)
Disposals	(873,807)	(1,048,547)	(1,922,354)
Fair value losses recorded in:			
Profit or loss (note 22)	-	(50,724)	(50,724)
Other comprehensive income	(71,000)	-	(71,000)
Allowance for impairment losses (note 22)	(3,550)	-	(3,550)
Accretion of discounts, net of amortisation of premiums (note 20)	3,020	41	3,061
Unrealised exchange gains	-	13,123	13,123
Movement in accrued interest	1,858	(98)	1,760
At 31 December 2014	<u>2,617,360</u>	<u>950,579</u>	<u>3,567,939</u>

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**9. REINSURANCE ASSETS**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Reinsurance assets on:		
- Insurance contract liabilities	1,031	91
- Insurance claims liabilities	1,613	1,640
	<u>2,644</u>	<u>1,731</u>

**10. INSURANCE RECEIVABLES**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Due premiums including agents' balances	24,446	27,956
Due from reinsurers and cedants	236	69
	<u>24,682</u>	<u>28,025</u>
Allowance for impairment loss	(1,074)	(1,056)
	<u>23,608</u>	<u>26,969</u>
Receivable within 12 months	<u>23,608</u>	<u>29,969</u>

Amount due from reinsurers and cedants that have been offset against amount due to reinsurers are as follows:

	<b>Gross carrying amount</b>	<b>Gross amount offset</b>	<b>Net amount reported</b>
	<b>RM'000</b>	<b>RM'000</b>	<b>RM'000</b>
<b>31 December 2014</b>			
Premiums ceded	(379)	-	(379)
Commissions receivables	-	112	112
Claims recoveries	-	503	503
	<u>(379)</u>	<u>615</u>	<u>236</u>
<b>31 December 2013</b>			
Premiums ceded	(678)	-	(678)
Commissions receivables	-	55	55
Claims recoveries	-	689	689
Others	-	3	3
	<u>(678)</u>	<u>747</u>	<u>69</u>



**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**11. SHARE CAPITAL**

	<u>2014</u>		<u>2013</u>	
	<u>Number of shares</u>	<u>Nominal value</u>	<u>Number of shares</u>	<u>Nominal Value</u>
	<u>'000</u>	<u>RM'000</u>	<u>'000</u>	<u>RM'000</u>
<u>Authorised:</u>				
Ordinary shares of 50 sen each:				
At 1 January / 31 December	<u>1,000,000</u>	<u>500,000</u>	<u>1,000,000</u>	<u>500,000</u>
<u>Issued and fully paid up:</u>				
Ordinary shares of 50 sen each:				
At 1 January / 31 December	<u>300,000</u>	<u>150,000</u>	<u>300,000</u>	<u>150,000</u>

No new ordinary shares were issued by the Company during the financial year.

**12. RESERVES**

	<b>Note</b>	<b>2014 RM'000</b>	<b>2013 RM'000</b>
<b>Non-distributable:</b>			
Fair value reserve	(i)	11,493	15,045
Retained earnings	(ii)	71,719	71,719
<b>Distributable:</b>			
Retained earnings	(iii)	<u>175,778</u>	<u>132,351</u>
		<u>258,990</u>	<u>219,115</u>

- (i) Fair value reserve is in respect of fair value gains or losses on available-for-sale financial assets, net of deferred tax, held by the Non-participating life fund and Shareholder's fund.
- (ii) Non-distributable retained earnings are surplus arising from Non-participating life fund, net of deferred tax. These amounts are only distributable upon actual recommended transfer from Non-participating (including Investment-linked Operating fund) life fund to Shareholder's fund by the Appointed Actuary.
- (iii) Under the single tier system, the Company is able to frank the payment of dividends out of its entire retained earnings as at the date of the statement of financial position, subject to the approval by Bank Negara Malaysia under section 51 of the Financial Services Act, 2013.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**13. INSURANCE CONTRACT LIABILITIES**

	<b>Gross</b>		<b>Net</b>	
	<b>2014</b>	<b>2013</b>	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>	<b>RM'000</b>	<b>RM'000</b>
Actuarial liabilities	2,133,716	2,087,864	2,132,685	2,087,773
Unallocated surplus	223,854	202,587	223,854	202,587
Fair value reserve	53,087	115,126	53,087	115,126
Asset revaluation reserve	641	641	641	641
Investment-linked policyholders' account	860,803	666,613	860,803	666,613
	<u>3,272,101</u>	<u>3,072,831</u>	<u>3,271,070</u>	<u>3,072,740</u>
Current	1,272,534	1,083,281	1,272,563	1,083,289
Non-current	1,999,567	1,989,550	1,998,507	1,989,451
	<u>3,272,101</u>	<u>3,072,831</u>	<u>3,271,070</u>	<u>3,072,740</u>

The insurance contract liabilities and its movements are further analysed as follows:

	<b>Gross</b>		<b>Net</b>	
	<b>2014</b>	<b>2013</b>	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>	<b>RM'000</b>	<b>RM'000</b>
At 1 January	3,072,831	2,803,687	3,072,740	2,803,687
Inforce reserve movement	16,768	47,297	16,768	47,297
New business reserve	17,179	5,223	16,239	5,132
Discount rate and other changes	11,905	(103,181)	11,905	(103,181)
Unallocated surplus	21,267	139,363	21,267	139,363
Fair value reserve, net of tax	(62,039)	(54,396)	(62,039)	(54,396)
Asset revaluation reserve	-	641	-	641
Investment-linked policyholders' account	194,190	234,197	194,190	234,197
At 31 December	<u>3,272,101</u>	<u>3,072,831</u>	<u>3,271,070</u>	<u>3,072,740</u>

As the Non-participating life fund's unallocated surplus and fair value reserve are classified as equity, only the associated Participating life fund's unallocated surplus and fair value reserve are included in the above presentation.

During the year, the Company refined certain parameters for assumptions used for its actuarial liabilities valuation. The change resulted in lower actuarial liabilities of RM18.8 million for the year ended 31 December 2014, with a corresponding increase in unallocated surplus for the Participating life fund and net profit before tax of RM18.6 million and RM0.2 million, respectively.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**14. INSURANCE CLAIMS LIABILITIES**

	Gross		Net	
	2014 RM'000	2013 RM'000	2014 RM'000	2013 RM'000
Provision for outstanding claims	42,385	41,001	40,772	39,361
Current	42,385	41,001	40,772	39,361

**15. FINANCIAL LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS**
Derivatives

The table below shows the fair value of derivative financial instruments, recorded as assets or liabilities, together with their notional amounts. The notional amount, recorded gross, is the amount of the derivative's underlying asset and is the basis upon which changes in the value of derivatives are measured.

	Notional amount RM'000	Asset RM'000	Liability RM'000	Net carrying amount RM'000
<b>31 December 2014</b>				
<b>Hedging derivative:</b>				
Forward foreign exchange contract	108,386	-	700	700
<b>31 December 2013</b>				
<b>Hedging derivative:</b>				
Forward foreign exchange contract	-	-	-	-

**16. DEFERRED TAX LIABILITIES**

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when the deferred taxes relate to the same tax authority.

	2014 RM'000	2013 RM'000
Deferred tax liabilities	33,576	41,672
Current	10,002	9,469
Non-current	23,574	32,203
	33,576	41,672

Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**16. DEFERRED TAX LIABILITIES (CONTINUED)**

	Unallocated surplus RM'000	Revaluation- investment properties RM'000	Accelerated depreciation RM'000	Revaluation- investments RM'000	Total RM'000
At 1 January 2013	(23,906)	(411)	20	(23,274)	(47,571)
<b>Recognised in:</b>					
Profit or loss:					
- Other operating expenses (note 26)	-	(96)	(17)	(1,990)	(2,103)
- Taxation (note 27)	-	-	-	(18)	(18)
Other comprehensive income					
- Fair value reserve	-	-	-	8,020	8,020
At 31 December 2013/1 January 2014	<u>(23,906)</u>	<u>(507)</u>	<u>3</u>	<u>(17,262)</u>	<u>(41,672)</u>
<b>Recognised in:</b>					
Profit or loss:					
- Other operating expenses (note 26)	-	(3)	(98)	2,785	2,684
- Taxation (note 27)	-	-	-	3	3
Other comprehensive income					
- Fair value reserve	-	-	-	5,409	5,409
At 31 December 2014	<u>(23,906)</u>	<u>(510)</u>	<u>(95)</u>	<u>(9,065)</u>	<u>(33,576)</u>

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**17. INSURANCE PAYABLES**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Due to reinsurers and cedants	2,085	1,733
Due to agents	5,305	5,507
Due to insureds	389,112	357,248
	<u>396,502</u>	<u>364,488</u>
Current	<u>396,502</u>	<u>364,488</u>

The carrying amounts disclosed above approximate the fair values as at the end of the financial year.

Amount due to reinsurers and cedants that have been offset against amount due from reinsurers are as follows:

	<b>Gross carrying amount</b>	<b>Gross amount offset</b>	<b>Net amount reported</b>
	<b>RM'000</b>	<b>RM'000</b>	<b>RM'000</b>
<b>31 December 2014</b>			
Premiums ceded	2,718	-	2,718
Commissions receivables	-	(97)	(97)
Claims recoveries	-	(536)	(536)
	<u>2,718</u>	<u>(633)</u>	<u>2,085</u>
<b>31 December 2013</b>			
Premiums ceded	2,078	-	2,078
Commissions receivables	-	(68)	(68)
Claims recoveries	-	(277)	(277)
	<u>2,078</u>	<u>(345)</u>	<u>1,733</u>

**18. OTHER PAYABLES**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Other creditors	26,506	64,717
Accrued liabilities	30,995	23,526
Amount due to immediate holding company	6,211	1,081
Amount due to related companies	48	288
	<u>63,760</u>	<u>89,612</u>

The amounts due to immediate holding company and related companies are unsecured, trade related, interest free and repayable on demand. The carrying amounts disclosed above approximate the fair values as at the end of the financial year. All amounts are payable within one year.

**19. NET PREMIUMS**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
First year premium	86,678	79,380
Renewal year premium	473,961	450,290
Single premium	207,049	144,582
	<u>767,688</u>	<u>674,252</u>

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**20. INVESTMENT INCOME**

	2014 RM'000	2013 RM'000
<b>Financial assets at FVTPL - designated upon initial recognition</b>		
Interest/profit sharing income	13,070	14,192
Dividend income		
- equity securities - quoted in Malaysia	13,086	10,175
- equity securities – quoted outside Malaysia	51	40
- unit trusts	43	13
Accretion of discounts, net of amortisation of premiums (note 8(c))	41	197
<b>AFS financial assets</b>		
Interest income	69,277	65,383
Dividend income		
- equity securities - quoted in Malaysia	22,875	25,271
- equity securities - unquoted in Malaysia	292	-
- unit trusts	9,902	6,016
Accretion of discounts, net of amortisation of premiums (note 8(c))	3,020	3,022
<b>Loans and receivables</b>		
Interest/profit income	19,210	20,099
Accretion of discounts, net of amortisation of premiums	2,550	2,428
<b>Investment properties</b>		
Rental income	4,350	3,883
<b>Cash and cash equivalents</b>		
Interest/profit sharing income	516	603
	<u>158,283</u>	<u>151,322</u>

**21. NET REALISED GAINS**

	2014 RM'000	2013 RM'000
<b>Property and equipment</b>		
Realised gains	<u>39</u>	<u>-</u>
<b>AFS financial assets</b>		
<u>Realised gains:</u>		
Equity securities - quoted in Malaysia	54,852	86,674
Unit trusts funds	225	642
Debt securities	632	10,526
<b>Total net realised gains for AFS financial assets</b>	<u>55,709</u>	<u>97,842</u>
Total net realised gains	<u>55,748</u>	<u>97,842</u>

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**22. NET FAIR VALUE (LOSSES)/GAINS**

	2014 RM'000	2013 RM'000
<b>Investment properties</b>		
Unrealised fair value gains (note 5)	41	1,196
<b>Financial assets at FVTPL – designated upon initial recognition</b>		
<u>Fair value gains</u>		
Realised	42,285	46,496
Unrealised (note 8(c))	161	35,981
<u>Fair value losses</u>		
Realised	(289)	-
Unrealised (note 8(c))	(50,885)	(13,440)
Net fair value (losses)/gains on financial assets at FVTPL – designated upon initial recognition	(8,728)	69,037
<b>AFS financial assets</b>		
Impairment losses on quoted equities (note 8(c))	(3,550)	(476)
Total net fair value (losses)/gains	(12,237)	69,757

**23. FEE INCOME**

Fee income comprises outsourcing fee income earned from related companies.

**24. MANAGEMENT EXPENSES**

	2014 RM'000	2013 RM'000
Staff costs (note 24(a))	32,877	31,604
Directors' remuneration: (note 24(b))		
- Fees	209	202
- Other emoluments	2,458	1,804
Auditors' remuneration:		
- Statutory audit	345	307
- Audit related services	37	37
Office rental payable to:		
- Immediate holding company	561	913
- Others	1,256	1,000
Depreciation of property and equipment (note 4)	1,481	1,327
Amortisation of intangible assets (note 6)	3,618	1,373
Property and equipment written off (note 4)	330	84
Allowance for impairment loss on insurance receivables	18	10
Bancassurance service fee	3,000	1,500
Credit card charges	2,273	2,112
Sub-total carried forward to the next page	48,463	42,273

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**24. MANAGEMENT EXPENSES (CONTINUED)**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Sub-total brought forward from the previous page	48,463	42,273
Fund management expenses	13,467	10,465
Information technology outsourcing expenses	10,186	11,564
Marketing and advertising expenses	12,051	7,742
Printing and stationery expenses	1,510	1,027
Postage and courier charges	919	970
Outsourcing fees	409	520
Software maintenance	799	875
Travelling expenses	968	906
Other expenses	1,284	2,614
	<u>90,056</u>	<u>78,956</u>

**(a) Staff costs**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Staff costs	28,935	27,864
Retirement benefits contributions	(i) 3,812	3,352
Share-based payments	(ii) 130	388
Total staff costs	<u>32,877</u>	<u>31,604</u>

(i) The retirement benefits contributions of the Company were made to the defined contribution plan as mentioned in note 2(i)(ii) to the financial statements.

(ii) Share-based payments incurred during the financial year relates to the share-based compensation granted to employees as mentioned in note 2(i)(iii) to the financial statements.

**(b) Directors' remuneration**

The aggregate amount of emoluments received by directors of the Company during the financial year are as follows:-

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
<u>Executive director:</u>		
Salaries	1,166	1,012
Bonus	402	180
Contribution to defined contribution plan	73	63
RSU expenses	680	240
Benefits in kind	137	309
	<u>2,458</u>	<u>1,804</u>



**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**24. MANAGEMENT EXPENSES (CONTINUED)**

**(b) Directors' remuneration (continued)**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
<u>Non-executive directors:</u>		
Fees	209	202
	<u>209</u>	<u>202</u>
 Total	 <u>2,667</u>	 <u>2,006</u>
 <u>Represented by:</u>		
Directors' fees	209	202
Directors' emoluments	2,321	1,495
Benefits in kind	137	309
	<u>2,667</u>	<u>2,006</u>

The number of executive and non-executive directors whose total remuneration received during the financial year are analysed by the following bands:

	<b>Number of directors</b>	
	<b>2014</b>	<b>2013</b>
<u>Executive director:</u>		
RM100,001-RM2,500,000	<u>1</u>	<u>1</u>
 <u>Non-executive directors:</u>		
Below RM50,000	<u>6</u>	<u>7</u>

**(c) Details of remuneration received by the Chief Executive Officer during the financial year are as follows:**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Salaries	1,166	1,012
Bonus	402	180
Contribution to defined contribution plan	73	63
RSU expenses	680	240
Benefits in kind	137	309
	<u>2,458</u>	<u>1,804</u>

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**24. MANAGEMENT EXPENSES (CONTINUED)**

- (d) Directors fee received by the Non-executive directors during the financial year are as follows:

	2014 RM'000
<b>Non-executive directors:</b>	
Dato' Md Agil bin Mohd Natt	46
Datuk Seri Panglima Mohd Annuar Bin Zaini	35
Datuk Dr. Nik Norzrul Thani bin N Hassan Thani	33
Lim Hun Soon @ David Lim	38
Robert Allen Cook	27
Leung Rockson Lok-Shuen	30
	209

**25. SHARE-BASED COMPENSATION**

Expenses arising from the share-based payment transactions recognised during the financial year as part of the employee benefit expense were as follows:

	2014 RM'000	2013 RM'000
RSU expenses	810	628
	810	628

Cash-settled share-based compensation

Restricted share units ("RSU") are granted to certain employees of Manulife Financial Corporation Group as part of the annual performance reward cycle and has a vesting period of over 35 months from grant date. Each RSU entitles the recipient to receive payment equal to the market value of one common share, plus credited dividends, at the time of vesting, subject to any performance conditions. These RSU expenses are paid out in cash at the end of the vesting period.

**26. OTHER OPERATING EXPENSES**

	2014 RM'000	2013 RM'000
Net foreign exchange gains	(13,087)	(7,168)
Interest on agent's bond withheld	40	27
Others	38	1,290
Tax expense on investment income of Life fund and Investment-linked funds:		
- Current tax**	14,999	15,221
- Deferred tax (note 16)	(2,684)	2,103
	12,315	17,324
	(694)	11,473

\*\* Included in 2013 current tax is tax refundable from Inland Revenue Board of Malaysia ("IRB") in relation to a tax appeal in favour of the Company amounting to RM3.3 million.

The income tax for the Life fund and Investment-linked funds of the insurance business is calculated based on the tax rate of 8% (2013: 8%) of the assessable investment income, net of allowable deductions for the financial year.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**27. TAXATION**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
<b>Current tax</b>		
Current financial year	12,780	16,668
Under/(over) provision in prior financial years	118	(2,017)
	<u>12,898</u>	<u>14,651</u>
<b>Deferred tax</b>		
Current financial year (note 16)	<u>(3)</u>	<u>18</u>
	<u>12,895</u>	<u>14,669</u>

The current income tax for the Company is calculated based on the tax rate of 25% (2013: 25%) of the estimated assessable profit for the financial year.

A reconciliation of income tax expense applicable to profit before taxation at the statutory income tax rate to income tax expense at the effective income tax rate of the Company is as below:

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Profit before taxation	<u>56,322</u>	<u>76,983</u>
Taxation at Malaysia statutory tax rate of 25% (2013: 25%)	14,081	19,246
Section 110B tax credit set off	(2,375)	(2,664)
Income not subject to tax	(865)	(1,244)
Expenses not deductible for tax purposes	1,936	1,348
	<u>12,777</u>	<u>16,686</u>
Under/(over) provision in prior financial years	118	(2,017)
Tax expense	<u>12,895</u>	<u>14,669</u>

**28. BASIC AND DILUTED EARNINGS PER SHARE**

Basic earnings per share of the Company is calculated by dividing the net profit attributable to ordinary equity holder of the Company for the financial year over the number of ordinary shares in issue during the financial year.

	<b>2014</b>	<b>2013</b>
Profit attributable to ordinary equity holder (RM'000)	43,427	62,314
Number of shares in issue ('000)	300,000	300,000
Basic earnings per share (sen)	<u>14.48</u>	<u>20.77</u>

The Company has no potential dilutive ordinary shares in issue as at the date of the statement of financial position and therefore, diluted earnings per share has not been presented.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**29. DIVIDEND PAID**

	2014		2013	
	Net dividend per share Sen	Amount of dividend RM'000	Net dividend per share Sen	Amount of dividend RM'000
First and final single tier dividend for 2012	-	-	66.67	200,010

No dividend payment is recommended for the financial year ended 31 December 2014.

**30. ADJUSTMENTS FOR NON-CASH ITEMS**

Non-cash items in the statement of cash flows comprise of:

	2014 RM'000	2013 RM'000
Life fund surplus after taxation	315,551	385,104
Transfer of Life fund surplus to profit or loss	(55,182)	(62,295)
Interest income	(102,073)	(100,277)
Dividend income	(46,249)	(41,515)
Rental income	(4,350)	(3,883)
Accretion of discounts, net of amortisation of premiums	(5,611)	(5,647)
Gain on disposal of property and equipment	(39)	-
Gains on disposal of AFS financial assets	(55,709)	(97,842)
Fair value gains on investment properties	(41)	(1,196)
Fair value losses/(gains) on FVTPL financial assets	8,728	(69,037)
Impairment losses on AFS financial assets	3,550	476
Depreciation of property and equipment	1,481	1,327
Property and equipment written off	330	84
Amortisation of intangible assets	3,618	1,373
Allowance for impairment loss on insurance receivables	18	10
Tax on investment income of Life fund and Investment-linked funds	12,315	17,324
Taxation	12,895	14,669
Unrealised exchange gains	(13,123)	(7,140)
	<u>76,109</u>	<u>31,535</u>

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**31. SIGNIFICANT RELATED PARTY DISCLOSURES**

**Identity of related parties**

For the purposes of these financial statements, parties are considered to be related to the Company if the Company has the ability, directly or indirectly, to control the party or exercise significant influence over the party in making financial and operating decisions, or vice versa, or where the Company and the party are subject to common control or common significant influence. Related parties may be individuals or other entities.

The Company has related party relationship with its holding companies and subsidiaries of holding companies. The related parties of, and their relationship with the Company are as follows:

<b>Name of company</b>	<b>Country of incorporation</b>	<b>Relationship</b>
Manulife Financial Corporation ("MFC")	Canada	Ultimate holding company
Manulife Financial Asia Limited ("MFAL")	Hong Kong	Intermediate holding company
Manulife Holdings Berhad ("MHB")	Malaysia	Immediate holding company
Britama Properties Sdn Bhd	Malaysia	Subsidiary of MHB
MAAKL Mutual Berhad	Malaysia	Subsidiary of MHB
Manulife Asset Management (Malaysia) Sdn Bhd	Malaysia	Subsidiary of MHB
Manulife Asset Management Services Berhad	Malaysia	Subsidiary of MHB
Manulife Technology and Services Sdn Bhd ("MTS")	Malaysia	Subsidiary of ultimate holding company
Manulife Data Services Inc.	Philippines	Subsidiary of ultimate holding company

In the normal course of business, the Company undertakes various transactions with other companies deemed related parties by virtue of being subsidiary and associated companies of MFC, collectively known as the MFC Group.

Related parties also include key management personnel. Key management personnel are defined as those persons having authority and responsibility for planning, directing and controlling the activities of the Company either directly or indirectly. Key management personnel of the Company include the executive director and certain members of senior management of the Company.

**Significant related party transactions**

Related party transactions have been entered into in the normal course of business under negotiated terms with the respective parties. The significant related party transactions during the financial year between the Company and its related parties are set out below:

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
<b>Intermediate holding company</b>		
Reimbursement of software maintenance expenses	326	348
Reimbursement of personnel expenses	2,068	2,067
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**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**31. SIGNIFICANT RELATED PARTY DISCLOSURES (CONTINUED)**
**Significant related party transactions (continued)**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
<b>Subsidiaries of ultimate holding company</b>		
Rental income	(722)	(833)
Outsourced information technology service expenses	3,926	3,927
Outsourcing fee for health service call centre and administrative service	<u>549</u>	<u>504</u>
<b>Subsidiaries of the holding company</b>		
Rental income	(346)	(346)
Outsourcing fee income	(1,499)	(1,383)
Fund management fee expenses	6,586	6,428
Management fees and maintenance charges	<u>99</u>	<u>99</u>
<b>Immediate holding company</b>		
Outsourcing fee income	(593)	(632)
Outsourcing fee expenses	409	520
Rental income	(20)	(40)
Rental and office maintenance expenses	<u>788</u>	<u>919</u>

**Key management personnel**

Total compensation paid to the Company's key management personnel are as follows:

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
Salaries and other short-term employee benefits	6,521	5,595
Retirement benefits contribution	(i) 755	76
RSU expenses	(ii) <u>369</u>	<u>232</u>
	<u>7,645</u>	<u>5,903</u>

- (i) The retirement benefits contributions were made to the defined contribution plan as mentioned in note 2(h)(ii) to the financial statements.
- (ii) The share-based payments incurred during the financial year relates to the share-based compensation granted to employees as mentioned in note 2(h)(iii)(ii) to the financial statements

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**31. SIGNIFICANT RELATED PARTY DISCLOSURES (CONTINUED)**
**Significant related party balances**

Related party balances outstanding for the Company which are included in the notes to the financial statements are as follows:

	2014 RM'000	2013 RM'000
Loans and receivables (note 7)		
- Amount due from related companies	2,030	2,842
Other payables (note 18)		
- Amount due to immediate holding company	6,211	1,081
- Amount due to related companies	48	288
	<u>6,259</u>	<u>1,369</u>

**32. FINANCIAL INSTRUMENTS**
**(a) Categories of financial instruments**

The table below provides an analysis of financial instruments categorised as follows:

- i) Available-for-sale ("AFS");
- ii) Fair value through profit or loss – designated upon initial recognition ("FVTPL");
- iii) Loans and receivables excluding prepayments ("LAR"); and
- iv) Other financial liabilities measured at amortised cost ("OL").

	AFS RM'000	FVTPL RM'000	LAR RM'000	OL RM'000	Total RM'000
<b>31 December 2014</b>					
<b>Financial assets</b>					
Loans and receivables	-	-	457,863	-	457,863
AFS financial assets	2,617,360	-	-	-	2,617,360
Financial assets at FVTPL	-	950,579	-	-	950,579
Insurance receivables	-	-	23,608	-	23,608
Cash and cash equivalents	-	-	56,403	-	56,403
	<u>2,617,360</u>	<u>950,579</u>	<u>537,874</u>	<u>-</u>	<u>4,105,813</u>
<b>Financial liabilities</b>					
Financial liabilities at FVTPL	-	-	-	700	700
Insurance payables	-	-	-	396,502	396,502
Other payables	-	-	-	63,760	63,760
	<u>-</u>	<u>-</u>	<u>-</u>	<u>460,962</u>	<u>460,962</u>

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**32. FINANCIAL INSTRUMENTS (CONTINUED)**
**(a) Categories of financial instruments (continued)**

	AFS RM'000	FVTPL RM'000	LAR RM'000	OL RM'000	Total RM'000
<b>31 December 2013</b>					
<b>Financial assets</b>					
Loans and receivables	-	-	424,484	-	424,484
AFS financial assets	2,509,428	-	-	-	2,509,428
Financial assets at FVTPL	-	893,520	-	-	893,520
Insurance receivables	-	-	26,969	-	26,969
Cash and cash equivalents	-	-	34,404	-	34,404
	<u>2,509,428</u>	<u>893,520</u>	<u>485,857</u>	<u>-</u>	<u>3,888,805</u>
<b>Financial liabilities</b>					
Insurance payables	-	-	-	364,488	364,488
Other payables	-	-	-	89,612	89,612
	<u>-</u>	<u>-</u>	<u>-</u>	<u>454,100</u>	<u>454,100</u>

**(b) Determination of fair values**

The fair values of the Company's financial assets and financial liabilities are determined as follows:

- (i) The carrying amounts of financial assets and financial liabilities, such as loans and receivables, insurance receivables, cash and cash equivalents, insurance payables and other payables are reasonable approximations of their fair values due to the relatively short term maturity of these balances;
- (ii) The fair values of quoted equities are based on quoted market prices as at the reporting date;
- (iii) The fair values of Malaysian Government Securities, Government Investment Issues and unquoted corporate debt securities are based on indicative market prices;
- (iv) The fair values of negotiable instruments of deposit are calculated using the discounted cash flow method based on the maturity of the instruments at discount rates representing the average market rates quoted by at least two licensed banks;
- (v) The fair values of investments in real estate investment trusts, mutual funds and unit trust funds are based on the net asset values of the underlying funds as at the reporting date.
- (vi) The fair values of foreign exchange forward contracts are based on valuations provided by the financial institutions making reference to quoted market prices.



**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**32. FINANCIAL INSTRUMENTS (CONTINUED)**

**(c) Fair value hierarchy**

The Company categorises its fair value measurements according to a three-level hierarchy. The hierarchy prioritises the inputs used by the Company's valuation techniques for determining the fair value of the financial instruments.

A level is assigned to each fair value measurement based on the lowest level input significant to the fair value measurement in its entirety. The three-level hierarchy is defined as follows:

Level 1 – Fair value measurements that reflect unadjusted, quoted prices in active markets for identical assets and liabilities that the Company has the ability to access at the measurement date. Valuations are based on quoted prices reflecting market transactions involving assets or liabilities identical to those being measured.

Level 2 – Fair value measurements using inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets and liabilities in active markets, quoted prices for identical or similar assets and liabilities in inactive markets, inputs that are observable that are not prices (such as interest rates, credit risks, etc) and inputs that are derived from or corroborated by observable market data.

Level 3 – Fair value measurements using significant non market observable inputs. These include valuations for assets and liabilities that are derived using data, some or all of which is not market observable, including assumptions about risk.

In determining the fair value of its financial instruments, the Company uses observable market data, when available, and minimises the use of unobservable inputs to the extent possible when determining fair value.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**32. FINANCIAL INSTRUMENTS (CONTINUED)**
**(c) Fair value hierarchy (continued)**

The following table presents the Company's financial assets that are carried at fair value as at 31 December 2014 and 31 December 2013.

	Carrying amount RM'000	Level 1 RM'000	Level 2 RM'000	Level 3 RM'000
<b>31 December 2014</b>				
<b>AFS financial assets</b>				
Equity securities				
- Quoted in Malaysia	688,748	688,748	-	-
Unit trust funds	231,112	231,112	-	-
Malaysian Government Securities	638,011	-	638,011	-
Government Investment Issues	166,109	-	166,109	-
Corporate debt securities				
- Unquoted	875,291	-	875,291	-
Accrued interest	16,145	-	16,145	-
	<u>2,615,416</u>	<u>919,860</u>	<u>1,695,556</u>	<u>-</u>
<b>Financial assets at FVPTL</b>				
Equity securities				
- Quoted in Malaysia	287,743	287,743	-	-
- Quoted outside Malaysia	4,153	4,153	-	-
Unit trust funds	486	486	-	-
Malaysian Government Securities	67,133	-	67,133	-
Government Investment Issues	18,541	-	18,541	-
Corporate debt securities				
- Unquoted	195,545	-	195,545	-
Mutual funds				
- Quoted outside Malaysia	374,566	374,566	-	-
Accrued interest	2,412	-	2,412	-
	<u>950,579</u>	<u>666,948</u>	<u>283,631</u>	<u>-</u>
	<u>3,565,995</u>	<u>1,586,808</u>	<u>1,979,187</u>	<u>-</u>
<b>Financial liabilities at FVPTL</b>				
Forward foreign exchange contract	700	-	700	-

**Company No.**

814942	M
--------	---

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**32. FINANCIAL INSTRUMENTS (CONTINUED)**
**(c) Fair value hierarchy (continued)**

	Carrying amount RM'000	Level 1 RM'000	Level 2 RM'000	Level 3 RM'000
<b>31 December 2013</b>				
<b>AFS financial assets</b>				
Equity securities				
- Quoted in Malaysia	721,064	721,064	-	-
Unit trust funds	230,197	230,197	-	-
Malaysian Government Securities	602,428	-	602,428	-
Government Investment Issues	165,768	-	165,768	-
Corporate debt securities				
- Unquoted	773,738	-	773,738	-
Accrued interest	14,289	-	14,289	-
	<u>2,507,484</u>	<u>951,261</u>	<u>1,556,223</u>	<u>-</u>
<b>FVTPL financial assets</b>				
Equity securities				
- Quoted in Malaysia	360,029	360,029	-	-
- Quoted outside Malaysia	1,236	1,236	-	-
Unit trust funds	1,554	1,554	-	-
Malaysian Government Securities	70,846	-	70,846	-
Government Investment Issues	20,809	-	20,809	-
Corporate debt securities				
- Unquoted	212,009	-	212,009	-
Mutual funds				
- Quoted outside Malaysia	224,527	224,527	-	-
Accrued interest	2,510	-	2,510	-
	<u>893,520</u>	<u>587,346</u>	<u>306,174</u>	<u>-</u>
	<u>3,401,004</u>	<u>1,538,607</u>	<u>1,862,397</u>	<u>-</u>

Unquoted equity securities of RM1,944,444 (31 December 2013: RM1,944,444) as disclosed in note 8(a) are not disclosed in the fair value hierarchy above as they are measured at cost as fair value is not readily available.

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT**

**(a) Risk management framework**

The Board of Directors (the "Board") of the Company has oversight responsibility for risk management. Industry best practices and governance standards for financial institutions require the Board to establish risk management policies and practices and, in delegating this responsibility to management, to ensure that these policies and practices remain adequate, comprehensive and prudent in light of changing circumstances.

The Board, through the immediate holding company's Group Audit Committee and Group Risk Management Committee ("GRMC"), is responsible for overseeing the Company's management of its principal risks. The Board and GRMC delegate accountability for risk taking and risk management to the Chief Executive Officer ("CEO"). The CEO, supported by the Risk Officer and Enterprise Risk Management Committee, established risk policies, guide risk-taking activity, monitor material risk exposures, and develop strategic risk management priorities, thereby continuously shaping and promoting our risk culture throughout the Company.

Risk management policies and practices form an integral part of the Board and Senior Management's oversight of risks and the Company's financial position. Accordingly, along with capital management and financial management, risk management is one of the three pillars of the Company's prudential framework. As such, the Company's risk policies and practices must be directly aligned with the Company's capital management and financial management frameworks. The amount of risk the Company assumes, and plans to assume, defines its required consolidated risk-based capital. Conversely, the amount of available capital defines the amount of risk it is prudent to assume. This relationship dictates the need for alignment between capital and risk management.

The Company's risk taking activities are undertaken with the understanding that risk taking and effective risk management are necessary and integral to achieving strategic objectives and managing business operations.

The Company seeks to strategically optimise risk taking and risk management to support long term revenue and earnings growth, with the ultimate objective of increasing shareholder value. This is done by:

- Capitalising on business opportunities that are aligned with the Company's overall risk appetite and return expectations;
- Identifying, measuring and assessing, and monitoring and reporting on principal risks taken; and
- Proactively executing effective risk controls and mitigation programs

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

**(b) Regulatory framework**

The Company is required to comply with the Financial Services Act 2013 (Act 758) as well as guidelines and circulars issued by BNM

**(c) Capital management**

The Capital Management Plan is developed and endorsed by the Board. The plan lays out the management actions in response to various Capital Adequacy Ratio (CAR) scenarios. The Company manages its capital with the following objectives:

- To maintain the required level of stability of the Company, thereby providing a degree of security to policyholders;
- To maintain financial strength to support new business growth and to satisfy the requirements of the policyholders, regulator and stakeholders;
- To retain financial flexibility by maintaining strong liquidity and access to a range of capital markets; and
- To maintain strong and healthy capital ratios in order to support its business objectives and maximise shareholders' value.

The Company's internal target solvency range is above the minimum regulatory capital requirement outlined under Risk-Based Capital Framework ("the Framework") prescribed by BNM at 130%.

The Company has fully complied with its internal target solvency range during the reported financial year.

The capital structure of the Company as at 31 December 2014 and 31 December 2013, as prescribed under the Framework are as follows:

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
<b>Eligible Tier 1 Capital</b>		
Share capital (paid-up)	150,000	150,000
Retained earnings of the Company*	175,779	132,351
Eligible contract liabilities	848,285	854,190
	<u>1,174,064</u>	<u>1,136,541</u>
<b>Eligible Tier 2 Capital</b>		
Eligible reserves	66,775	132,253
Amounts deducted from capital	(35,122)	(28,627)
<b>Total Capital Available</b>	<u>1,205,717</u>	<u>1,240,167</u>

\* Only distributable retained earnings of the Company are included in the determination of Total Capital Available.

**(d) Insurance risk**

Insurance risk is the risk of loss due to actual experience emerging differently than assumed when a product was designed and priced with respect to mortality and morbidity claims, policyholders' behaviour and expenses.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

**(d) Insurance risk (continued)**

The Company has implemented product design and pricing policies and underwriting and claims management policies to manage its insurance risks.

The Company also limits its exposure to loss within the insurance operations through participation in reinsurance arrangements. For insurance contracts issued in 2014, the Company generally retains a maximum of RM300,000 for mortality risk per life, RM300,000 for accelerated critical illness risk per life and RM200,000 for additional critical illness per life, with the excess being reinsured through surplus treaties, coinsurance treaties, facultative reinsurance and catastrophe treaties. The Company is neither dependent on a single reinsurer at this moment nor are the operations of the Company substantially dependent upon any reinsurance contract.

The table below sets out the concentration of the actuarial liabilities as at the date of the statement of financial position, gross and net of reinsurance, by class of business.

	<b>Gross</b>		<b>Net</b>	
	<b>2014</b> <b>RM'000</b>	<b>2013</b> <b>RM'000</b>	<b>2014</b> <b>RM'000</b>	<b>2013</b> <b>RM'000</b>
Whole life	721,953	681,111	721,953	681,111
Endowment	395,636	352,764	395,636	352,764
Term	27,222	23,060	26,191	22,969
Annuity	179,268	172,029	179,268	172,029
Others	809,637	858,900	809,637	858,900
	<u>2,133,716</u>	<u>2,087,864</u>	<u>2,132,685</u>	<u>2,087,773</u>

**Sensitivities**

The analysis below is performed on plausible movements in key assumptions (with all other assumptions held constant) with resulting impact on gross and net actuarial liabilities, profit before tax and equity. The correlation of assumptions may have a significant effect in determining the ultimate actuarial liabilities, but to demonstrate the impact due to changes in assumptions, assumptions are changed on an individual basis. It should be noted that movements in these assumptions are non-linear. Sensitivity information will also vary according to the current level of economic assumptions.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

**(d) Insurance risk (continued)**

	Change in assumptions %	Impact on gross actuarial liabilities RM'000	Impact on net actuarial liabilities RM'000	Impact on profit before tax RM'000	Impact on equity* RM'000
Increase/(decrease)					
<b>31 December 2014</b>					
Mortality/morbidity	+10	14,905	14,344	(14,344)	(11,317)
Discount rate	-1	29,371	29,267	(29,267)	(23,091)
Expenses	+10	5,240	5,240	(5,240)	(4,134)
Lapse and surrender rates	+10	3,354	3,367	(3,367)	(2,657)
<b>31 December 2013</b>					
Mortality/morbidity	+10	12,809	12,802	(12,802)	(10,114)
Discount rate	-1	27,806	27,798	(27,798)	(21,961)
Expenses	+10	5,295	5,295	(5,295)	(4,183)
Lapse and surrender rates	+10	2,844	2,844	(2,844)	(2,247)

\* Impact on equity is stated after considering tax effects

In the sensitivity analysis above, the impact from the changes in assumptions in the table above to the Company's profit before tax and equity arise from Non-participating life fund policies. There is no material impact to the Participating life fund within the range of changes in assumptions as the participating nature of the Participating life fund gives the Company the flexibility to adjust the policyholders' bonus or dividends.

The method used and significant assumptions made to derive the sensitivity information did not change from the previous financial year.

**(e) Credit risk**

Credit risk is the risk of loss due to inability or unwillingness of an issuer or borrower to service its debt obligations. The risk arising from lending and investment activities is monitored regularly with respect to single customer limit, exposure to sector type, credit rating and remaining term to maturity, according to the guidelines and limits approved by the Board and within the guidelines issued by BNM.

As at the date of the statement of financial position, the credit exposure of the Company is within the guidelines and limits approved by the Board. The maximum exposure to credit risk is the carrying amount as stated in the financial statements.

The Company has minimal exposure to credit risk on unrated Malaysian Government Securities, Government Investment Issues and unquoted corporate debt securities as these are either issued or guaranteed by the Federal Government of Malaysia. All the remaining unquoted corporate debt securities are issued by companies with minimum rating of BBB.

Policy loans are secured against the surrender value of the policies and carry substantially no credit risk. Mortgage loans and staff loans are secured against the properties charged to the Company.

**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

**(e) Credit risk (continued)**

Credit risk in respect of customer balances incurred on non-payment of premiums will only persist during the grace period specified in the policy documents on the expiry of which either the premium is paid or the policy will be terminated.

Fixed and call deposits are placed with financial institutions approved by the Investment Committee of the Company and with international ratings of 'A' or better.

Reinsurance arrangements are maintained with reinsurers with international ratings of 'A' or better.

There has been no significant change in the credit risk objectives, policies and processes in the current financial year as compared to the previous financial year.

The table below shows the Company's maximum exposure to credit risk for the components in the statement of financial position by classifying assets according to the Company's credit rating of counterparties except for the Investment-linked funds' assets, as the Company does not have any direct exposure to credit risk in those assets as the credit risk is borne by the investment-linked policyholders.

The Investment-linked funds are the assets of the investment-linked contracts backing the investment-linked policyholders' account in the insurance contract liabilities.



Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

(e) Credit risk (continued)

	Neither past-due nor impaired		Not subject to credit risk	Past due but not impaired	Past due and impaired	Investment -linked funds	Total
	Rating (BBB to AAA)	Not rated					
31 December 2014	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
<u>AFS financial assets</u>							
Equity securities	-	-	690,692	-	-	-	690,692
Unit trust funds	-	-	231,112	-	-	-	231,112
Malaysian Government Securities	-	638,011	-	-	-	-	638,011
Government Investment Issues	-	166,109	-	-	-	-	166,109
Corporate debt securities	591,344	283,947	-	-	-	-	875,291
Accrued interest	5,773	10,372	-	-	-	-	16,145
<u>Financial assets at FVTPL - designated upon initial recognition</u>							
Equity securities	-	-	-	-	-	291,896	291,896
Unit trust funds	-	-	-	-	-	486	486
Malaysian Government Securities	-	65,175	-	-	-	1,958	67,133
Government Investment Issues	-	18,052	-	-	-	489	18,541
Corporate debt securities	82,540	33,961	-	-	-	79,044	195,545
Mutual funds	-	-	-	-	-	374,566	374,566
Accrued interest	784	1,023	-	-	-	605	2,412
<u>Loans and receivables</u>							
Fixed and call deposits	64,554	-	-	-	-	129,207	193,761
Loans receivable	-	248,398	-	100	373	-	248,871
Other receivables	-	8,054	-	-	-	7,358	15,412
Reinsurance assets	1,326	1,318	-	-	-	-	2,644
Insurance receivables	-	23,608	-	-	1,074	-	24,682
Cash and cash equivalents	53,978	-	-	-	-	2,425	56,403
Allowance for impairment losses	-	-	-	-	(1,255)	-	(1,255)
<b>Total financial and insurance assets</b>	<b>800,299</b>	<b>1,498,028</b>	<b>921,804</b>	<b>100</b>	<b>192</b>	<b>888,034</b>	<b>4,108,457</b>

Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

(e) Credit risk (continued)

	Neither past-due nor impaired		Not subject to credit risk	Past due but not impaired	Past due and impaired	Investment -linked funds	Total
	Rating (BBB to AAA)	Not rated					
31 December 2014	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
<u>Financial liabilities at FVTPL</u>							
Forward foreign exchange contract	-	-	-	-	-	700	700
Total financial liabilities	-	-	-	-	-	700	700

Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

(e) Credit risk (continued)

	Neither past-due nor impaired		Not subject to credit risk RM'000	Past due but not impaired RM'000	Past due and impaired RM'000	Investment- linked funds RM'000	Total RM'000
	Rating (BBB to AAA) RM'000	Not rated RM'000					
<b>31 December 2013</b>							
<u>AFS financial assets</u>							
Equity securities	-	-	723,008	-	-	-	723,008
Unit trust funds	-	-	230,197	-	-	-	230,197
Malaysian Government Securities	-	602,428	-	-	-	-	602,428
Government Investment Issues	-	165,768	-	-	-	-	165,768
Corporate debt securities	465,312	308,426	-	-	-	-	773,738
Accrued interest	4,289	10,000	-	-	-	-	14,289
Financial assets at FVTPL - <u>designated upon initial recognition</u>							
Equity securities	-	-	-	-	-	361,265	361,265
Unit trust funds	-	-	-	-	-	1,554	1,554
Malaysian Government Securities	-	68,983	-	-	-	1,863	70,846
Government Investment Issues	-	18,358	-	-	-	2,451	20,809
Corporate debt securities	102,038	40,654	-	-	-	69,317	212,009
Mutual funds	-	-	-	-	-	224,527	224,527
Accrued interest	937	1,060	-	-	-	513	2,510
<u>Loans and receivables</u>							
Fixed and call deposits	63,382	-	-	-	-	54,837	118,219
Loans receivable	-	280,801	-	67	364	-	281,232
Other receivables	-	14,719	-	-	-	10,495	25,214
Reinsurance assets	1,370	361	-	-	-	-	1,731
Insurance receivables	-	26,969	-	-	1,056	-	28,025
Cash and cash equivalents	30,020	-	-	-	-	4,384	34,404
Allowance for impairment losses	-	-	-	-	(1,237)	-	(1,237)
	<u>667,348</u>	<u>1,538,527</u>	<u>953,205</u>	<u>67</u>	<u>183</u>	<u>731,206</u>	<u>3,890,536</u>

Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

(e) Credit risk (continued)

Age analysis of financial assets past-due but not impaired

	<u>&lt; 30days</u>	<u>31 to 60</u>	<u>61 to 90</u>	<u>91 to 180</u>	<u>Over 180</u>	<u>Total</u>
	<u>RM'000</u>	<u>days</u>	<u>days</u>	<u>days</u>	<u>days</u>	<u>RM'000</u>
		<u>RM'000</u>	<u>RM'000</u>	<u>RM'000</u>	<u>RM'000</u>	
<b>31 December 2014</b>						
Loans receivable	-	-	-	-	100	100
<b>31 December 2013</b>						
Loans receivable	-	-	-	-	67	67

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

**(e) Credit risk (continued)**

**Impaired financial assets**

For assets to be classified as “past due and impaired”, contractual payments must be in arrears for more than three months based on objective evidence that an impairment loss has been incurred. The Company records impairment allowance for loans receivable and insurance receivables in a separate allowance for impairment loss account. A reconciliation of the allowance for impairment losses for loans receivable and insurance receivables is as follows:

	<b>Loans receivable RM'000</b>	<b>Insurance receivables RM'000</b>	<b>Total RM'000</b>
At 1 January 2014			
Allowance for impairment loss during the financial year*	181	1,056	1,237
	<u>-</u>	<u>18</u>	<u>18</u>
At 31 December 2014	<u>181</u>	<u>1,074</u>	<u>1,255</u>
At 1 January 2013	181	1,046	1,227
Allowance for impairment loss during the financial year*	-	10	10
At 31 December 2013	<u>181</u>	<u>1,056</u>	<u>1,237</u>

\* Allowance for impairment loss arising from individual assessments during the financial year. There was no allowance of impairment loss arising from collective assessments.

**(f) Market risk**

Market risk is the risk of changes in fair value of financial instruments from fluctuation in foreign exchange rates (currency risk), market interest rates (interest rate risk) and market prices (price risk), whether such change in price is caused by factors specific to the individual instrument or its issuer or factors affecting all instruments traded in the market.

Market risk is managed through the segmentation of product liabilities with similar characteristics and the establishment of investment policies and goals for each segment. The Company's investment policies and goals reflect the asset mix, asset quality, sector mix, currency mix, interest rate risk exposure and liquidity targets.

There has been no significant change in the market risk objectives, policies and processes in the current financial year as compared to the previous financial year.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

**(f) Market risk (continued)**

**(i) Currency risk**

Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Company manages the risk through matching the currency of the assets with the currency of the liabilities which these assets support. The Company does not have direct exposure to foreign currency risk except for certain foreign currency denominated investment linked-business, of which the foreign currency risk is borne by the policyholders.

**(ii) Interest rate risk**

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rate. Investment activities and insurance business are inherently exposed to interest rate risk. This risk arises due to differences in pricing or tenure of investments and liabilities. Interest rate risk is managed by the liability side, by limiting the interest rate guarantees that are embedded in the insurance plans that are marketed. The interest rate risk is also managed through setting the appropriate asset benchmark reflecting the liability profile and the availability of suitable instruments in the investment market. The participating nature of the Participating life fund gives the Company the flexibility to adjust the policyholders' bonus or dividends in the event of persistently high or low interest rates.

The following table demonstrates the sensitivity to a reasonably possible change in interest rates, with all other variables held constant showing the impact on the Company's profit before tax and equity. The correlation of variables will have a significant effect in determining the ultimate impact on interest rate risk, but to demonstrate the impact due to changes in variables, variables had to be changed on an individual basis. It should be noted that movements in these variables are non-linear.

Change in variable:	Impact on profit before tax		Impact on equity*	
	Increase/(decrease)		Decrease	
	2014	2013	2014	2013
	RM'000	RM'000	RM'000	RM'000
<u>Interest rate</u>				
+100 basis point	9,897	7,840	(844)	(658)
- 100 basis point	(14,579)	(12,190)	(1,806)	(1,992)

\* Impact on equity is stated after considering tax effects

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

**(f) Market risk (continued)**

**(ii) Interest rate risk (continued)**

The above impact to the Company's equity arose from the investments in fixed income securities which are classified as AFS and FVTPL financial assets and the actuarial liabilities of the Non-participating funds; the impact to the Company's profit before tax arose from fixed income securities which are classified as FVTPL financial assets and the actuarial liabilities of the Non-participating funds. The impact arising from changes in interest rate risk to fixed income securities and insurance contract liabilities of the Participating life fund of the Company is retained in the insurance contract liabilities.

**(iii) Price risk**

The Company's price risk exposure relates to financial assets and liabilities, whose values will fluctuate as a result of change in market prices. Such investment securities are subject to price risk due to changes in market values of instruments arising either from factors specific to the individual instruments or their issuers or factors affecting all instruments traded in the market.

The Company has acknowledged the inherent risk of investing in equities. The Board has set internal limits for maximum equity exposure, industry type exposure and individual stock exposure, which are consistent with BNM's guidelines, and has also imposed daily trading limits. In addition, the Investment Committee at its monthly meeting discusses the economic and market outlook, reviews transactions and deliberates on further equity allocation. The participating nature of the Participating life fund gives the Company the flexibility to adjust the policyholders' bonus or dividends in the event of persistently high or low equity returns.

The following table demonstrates the sensitivity to a reasonably possible change in the fair values of the equity investments, with all other variables held constant showing the impact on the Company's profit before tax and equity. The correlation of variables will have a significant effect in determining the ultimate impact on price risk, but to demonstrate the impact due to changes in variables, variables had to be changed on an individual basis. It should be noted that movements in these variables are non-linear.

	<u>Impact on profit before tax</u>		<u>Impact on equity*</u>	
	<u>Increase/(decrease)</u>		<u>Increase/(decrease)</u>	
	<u>2014</u>	<u>2013</u>	<u>2014</u>	<u>2013</u>
	<u>RM'000</u>	<u>RM'000</u>	<u>RM'000</u>	<u>RM'000</u>
<b>Change in variable:</b>				
<u>Market price</u>				
+15%	-	-	22,972	20,912
- 15%	-	-	(22,972)	(20,912)

\* Impact on equity is stated after considering tax effects

**MANULIFE INSURANCE BERHAD**  
**(Incorporated in Malaysia)**

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

**(f) Market risk (continued)**

**(iii) Price risk (continued)**

The above impact to the Company's equity arose from the Non-participating life fund and Shareholders' fund investments in equity securities which are classified as AFS financial assets. The impact arising from changes in price risk to equity securities of the Participating life fund is retained in the insurance contract liabilities.

**(g) Liquidity risk**

Liquidity risk is the risk that an entity will encounter difficulty in raising funds to meet cash commitments associated with financial instruments. This risk is managed via a three-year planning process to ascertain operational cash flow requirements and maintaining a reasonable level of liquid assets to meet unexpected cash flow. In addition, the Company has large holdings of government bonds that can be liquidated at short notice to meet unexpected liquidity needs.

It is unusual for a Company transacting insurance business to predict the requirements of funding with absolute certainty as the theory of probability is applied on insurance contracts to ascertain the likely provision and the time period when such liabilities will require settlement. The amount and maturities in respect of insurance contract liabilities are thus based on management's estimate based on statistical techniques and past experiences.

There has been no significant change in the liquidity risk objectives, policies and processes in the current financial year as compared to the previous financial year.

The table below analyses the Company's financial and insurance assets and financial and insurance liabilities into their relevant maturity groups based on the remaining undiscounted contractual obligations.

All liabilities are presented on a contractual cash flow basis except for the insurance contract liabilities which are presented based on their expected cash flows.

The Investment-linked funds are the assets of the investment-linked contracts backing the investment-linked policyholders' account in the insurance contract liabilities. Investment-linked fund liabilities are repayable or transferable upon notice by policyholders and are disclosed separately under the "Investment-linked funds" column.



**Company No.**

814942	M
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**MANULIFE INSURANCE BERHAD  
(Incorporated in Malaysia)**
**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**
**33. RISK MANAGEMENT (CONTINUED)**
**(g) Liquidity risk (continued)**

<b>31 December 2014</b>	<b>Carrying value RM'000</b>	<b>Up to a year RM'000</b>	<b>1-3 years RM'000</b>	<b>3-5 years RM'000</b>	<b>Over 5 years RM'000</b>	<b>No maturity date RM'000</b>	<b>Investment- linked funds RM'000</b>	<b>Total RM'000</b>
Equity securities	982,588	-	-	-	-	690,692	291,896	982,588
Malaysian Government Securities	705,144	40,577	71,387	111,935	783,704	-	1,958	1,009,561
Government Investment Issues	184,650	29,208	21,888	46,719	145,717	-	489	244,021
Corporate debt securities	1,070,836	112,887	252,124	222,097	704,995	-	79,044	1,371,147
Unit trust funds	231,598	-	-	-	-	231,112	486	231,598
Mutual funds	374,566	-	-	-	-	-	374,566	374,566
Accrued interest								
- AFS financial assets	16,145	16,145	-	-	-	-	-	16,145
- FVTPL financial assets	2,412	1,807	-	-	-	-	605	2,412
Loans receivable	248,690	462	650	654	1,202	245,902	-	248,870
Fixed and call deposits	193,761	7,823	60,128	-	-	-	129,207	197,158
Other receivables	15,412	7,664	-	-	390	-	7,358	15,412
Reinsurance assets	2,644	2,644	-	-	-	-	-	2,644
Insurance receivables	23,608	23,608	-	-	-	-	-	23,608
Cash and cash equivalents	56,403	53,978	-	-	-	-	2,425	56,403
<b>Total financial and insurance assets</b>	<b>4,108,457</b>	<b>296,803</b>	<b>406,177</b>	<b>381,405</b>	<b>1,636,008</b>	<b>1,167,706</b>	<b>888,034</b>	<b>4,776,133</b>
Insurance contract liabilities	3,272,101	421,407	210,007	239,540	5,066,516	641	860,802	6,798,913
Insurance claims liabilities	42,385	42,385	-	-	-	-	-	42,385
Financial liabilities at fair value through profit or loss	700	-	-	-	-	-	700	700
Insurance payables	396,502	396,502	-	-	-	-	-	396,502
Other payables	63,760	53,524	-	-	-	-	10,236	63,760
<b>Total financial and insurance liabilities</b>	<b>3,775,448</b>	<b>913,818</b>	<b>210,007</b>	<b>239,540</b>	<b>5,066,516</b>	<b>641</b>	<b>871,738</b>	<b>7,302,260</b>

Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

(g) Liquidity risk (continued)

	Carrying value	Up to a year	1-3 years	3-5 years	Over 5 years	No maturity date	Investment-linked funds	Total
31 December 2013	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
Equity securities	1,084,273	-	-	-	-	723,008	361,265	1,084,273
Malaysian Government Securities	673,274	34,296	66,573	89,534	748,470	-	1,863	940,736
Government Investment Issues	186,577	11,714	44,232	47,947	137,063	-	2,451	243,407
Corporate debt securities	985,747	131,065	256,491	133,993	646,883	-	69,317	1,237,749
Unit trust funds	231,751	-	-	-	-	230,197	1,554	231,751
Mutual funds	224,527	-	-	-	-	-	224,527	224,527
Accrued interest								
- AFS financial assets	14,289	14,289	-	-	-	-	-	14,289
- FVTPL financial assets	2,510	1,997	-	-	-	-	513	2,510
Loans receivable	281,051	452	691	633	1,473	277,983	-	281,232
Fixed and call deposits	118,219	9,200	60,285	-	-	-	54,837	124,322
Other receivables	25,214	14,329	-	-	390	-	10,495	25,214
Reinsurance assets	1,731	1,731	-	-	-	-	-	1,731
Insurance receivables	26,969	26,969	-	-	-	-	-	26,969
Cash and cash equivalents	34,404	30,020	-	-	-	-	4,384	34,404
Total financial and insurance assets	<u>3,890,536</u>	<u>276,062</u>	<u>428,272</u>	<u>272,107</u>	<u>1,534,279</u>	<u>1,231,188</u>	<u>731,206</u>	<u>4,473,114</u>
Insurance contract liabilities	3,072,831	422,173	264,211	227,400	4,942,722	641	666,613	6,523,760
Insurance claims liabilities	41,001	41,001	-	-	-	-	-	41,001
Insurance payables	364,488	364,488	-	-	-	-	-	364,488
Other payables	89,612	45,627	-	-	-	-	43,985	89,612
Total financial and insurance liabilities	<u>3,567,932</u>	<u>873,289</u>	<u>264,211</u>	<u>227,400</u>	<u>4,942,722</u>	<u>641</u>	<u>710,598</u>	<u>7,018,861</u>

Company No.

814942	M
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**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**33. RISK MANAGEMENT (CONTINUED)**

**(h) Operational risk**

Operational risk is the risk of loss resulting from inadequate or failed internal processes, risk management policies and procedures, systems' failures, human performance failures or from external events. The Company seeks to minimise exposure by ensuring appropriate internal controls and systems, together with trained and competent people are in place throughout the Company. The Company uses an established programme of comprehensive risk self-assessments in conjunction with independent internal audits to monitor and assess inherent operational risks and the effectiveness of internal controls.

**34. CAPITAL AND OTHER COMMITMENTS**

	<b>2014</b>	<b>2013</b>
	<b>RM'000</b>	<b>RM'000</b>
<b>Capital expenditure commitments</b>		
<b>Property and equipment</b>		
- Authorised but not provided for	<u>1,398</u>	<u>8,523</u>
<b>Other commitments</b>		
<b>Exclusive bancassurance agreement</b>		
- Authorised but not provided for	<u>25,500</u>	<u>40,000</u>

The Company is committed to pay annual fees under the terms of the bancassurance agreement. The annual fees will be expensed off to the profit or loss in the year of settlement.

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**35. INSURANCE FUNDS**

The Company's activities are organised by funds and segregated into Life fund, Investment-linked funds and Shareholders' fund in accordance with the Financial Services Act 2013.

The Company's statement of financial position and statement of profit or loss have been further analysed by funds as follows:

**Statement of Financial Position by Funds**

31 December 2014	Shareholders' fund RM'000	Insurance funds		Elimination RM'000	Total RM'000
		Life fund RM'000	Investment- linked funds RM'000		
<b>Assets</b>					
Property and equipment	-	20,581	-	-	20,581
Investment properties	-	49,177	-	-	49,177
Intangible assets	35,121	1,079	-	-	36,200
Loans and receivables	174,783	319,269	136,565	(171,367)	459,250
Available-for-sale financial assets	220,134	2,408,048	-	(10,822)	2,617,360
Financial assets at fair value through profit or loss	-	201,535	749,044	-	950,579
Reinsurance assets	-	2,644	-	-	2,644
Current tax asset	2,237	3,623	(3,648)	-	2,212
Insurance receivables	-	23,608	-	-	23,608
Cash and cash equivalents	4,087	49,891	2,425	-	56,403
<b>Total assets</b>	<b>436,362</b>	<b>3,079,455</b>	<b>884,386</b>	<b>(182,189)</b>	<b>4,218,014</b>
<b>Equity, Policyholders' Funds and Liabilities</b>					
Share capital	150,000	-	-	-	150,000
Retained earnings	247,497	-	-	-	247,497
Other reserves	13,047	-	-	(1,554)	11,493
<b>Total equity</b>	<b>410,544</b>	<b>-</b>	<b>-</b>	<b>(1,554)</b>	<b>408,990</b>
Insurance contract liabilities	-	2,411,299	869,552	(8,750)	3,272,101
Insurance claims liabilities	-	42,385	-	-	42,385
Financial liabilities at fair value through profit or loss	-	-	700	-	700
Deferred tax liabilities	24,498	5,698	3,898	(518)	33,576
Insurance payables	-	396,502	-	-	396,502
Other payables	1,320	223,571	10,236	(171,367)	63,760
<b>Total equity, policyholders' funds and liabilities</b>	<b>436,362</b>	<b>3,079,455</b>	<b>884,386</b>	<b>(182,189)</b>	<b>4,218,014</b>

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**35. INSURANCE FUNDS (CONTINUED)**

**Statement of Financial Position by Funds (continued)**

31 December 2013	Shareholders' fund RM'000	Insurance funds		Elimination RM'000	Total RM'000
		Life fund RM'000	Investment- linked funds RM'000		
<b>Assets</b>					
Property and equipment	-	16,113	-	-	16,113
Investment properties	-	45,586	-	-	45,586
Intangible assets	28,627	-	-	-	28,627
Loans and receivables	178,830	352,749	65,332	(171,991)	424,920
Available-for-sale financial assets	187,274	2,334,076	-	(11,922)	2,509,428
Financial assets at fair value through profit or loss	-	232,030	661,490	-	893,520
Reinsurance assets	-	1,731	-	-	1,731
Insurance receivables	-	26,969	-	-	26,969
Cash and cash equivalents	8,143	21,877	4,384	-	34,404
<b>Total assets</b>	<b>402,874</b>	<b>3,031,131</b>	<b>731,206</b>	<b>(183,913)</b>	<b>3,981,298</b>
<b>Equity, Policyholders' Funds and Liabilities</b>					
Share capital	150,000	-	-	-	150,000
Retained earnings	204,070	-	-	-	204,070
Other reserves	16,487	-	-	(1,442)	15,045
<b>Total equity</b>	<b>370,557</b>	<b>-</b>	<b>-</b>	<b>(1,442)</b>	<b>369,115</b>
Insurance contract liabilities	-	2,406,218	676,613	(10,000)	3,072,831
Insurance claims liabilities	-	41,001	-	-	41,001
Deferred tax liabilities	24,590	10,881	6,681	(480)	41,672
Insurance payables	-	364,488	-	-	364,488
Current tax liabilities	1,529	(2,877)	3,927	-	2,579
Other payables	6,198	211,420	43,985	(171,991)	89,612
<b>Total equity, policyholders' funds and liabilities</b>	<b>402,874</b>	<b>3,031,131</b>	<b>731,206</b>	<b>(183,913)</b>	<b>3,981,298</b>

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**35. INSURANCE FUNDS (CONTINUED)**

**Statement of Profit or Loss by Funds**

2014	Shareholders' fund RM'000	Insurance funds		Elimination RM'000	Total RM'000
		Life fund RM'000	Investment- linked funds RM'000		
Premium income					
Gross premiums	-	467,065	311,960	-	779,025
Premiums ceded to reinsurers	-	(11,337)	-	-	(11,337)
Net premiums	-	455,728	311,960	-	767,688
Investment income	8,229	130,943	19,111	-	158,283
Net realised gains	1,269	54,711	-	(232)	55,748
Net fair value losses	(78)	(3,351)	(8,808)	-	(12,237)
Fee income	-	10,743	-	(8,651)	2,092
Other operating income	-	51	1,716	-	1,767
<b>Total revenue</b>	<b>9,420</b>	<b>648,825</b>	<b>323,979</b>	<b>(8,883)</b>	<b>973,341</b>
Gross benefits and claims paid	-	(360,006)	(131,489)	1,482	(490,013)
Claims ceded to reinsurers	-	3,783	-	-	3,783
Gross change in contract liabilities	-	(66,180)	(192,939)	(1,250)	(260,369)
<b>Net claims</b>	<b>-</b>	<b>(422,403)</b>	<b>(324,428)</b>	<b>232</b>	<b>(746,599)</b>
Fee and commission expenses	-	(72,752)	-	-	(72,752)
Investment expenses	(442)	(7,864)	-	-	(8,306)
Management expenses	(7,765)	(79,777)	(11,165)	8,651	(90,056)
Other operating (expenses)/income	(73)	(10,847)	11,614	-	694
<b>Other expenses</b>	<b>(8,280)</b>	<b>(171,240)</b>	<b>449</b>	<b>8,651</b>	<b>(170,420)</b>
Profit from operations	1,140	55,182	-	-	56,322
Transfer from/(to) revenue account	55,182	(55,182)	-	-	-
<b>Profit before taxation</b>	<b>56,322</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>56,322</b>
Taxation	(12,895)	-	-	-	(12,895)
<b>Net profit for the financial year</b>	<b>43,427</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>43,427</b>

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**35. INSURANCE FUNDS (CONTINUED)**

**Statement of Profit or Loss by Funds (continued)**

2013	Shareholders' fund RM'000	Insurance funds		Elimination RM'000	Total RM'000
		Life fund RM'000	Investment- linked funds RM'000		
Premium income					
Gross premiums	-	434,741	250,524	-	685,265
Premiums ceded to reinsurers	-	(11,013)	-	-	(11,013)
Net premiums	-	423,728	250,524	-	674,252
Investment income	9,532	126,829	14,961	-	151,322
Net realised gains	10,464	87,378	-	-	97,842
Net fair value (losses)/ gains	(15)	(8,168)	77,940	-	69,757
Fee income	-	8,369	-	(6,354)	2,015
Other operating income	-	42	1,102	-	1,144
<b>Total revenue</b>	<b>19,981</b>	<b>638,178</b>	<b>344,527</b>	<b>(6,354)</b>	<b>996,332</b>
Gross benefits and claims paid	-	(322,772)	(101,481)	-	(424,253)
Claims ceded to reinsurers	-	1,525	-	-	1,525
Gross change in contract liabilities	-	(88,611)	(234,197)	-	(322,808)
<b>Net claims</b>	<b>-</b>	<b>(409,858)</b>	<b>(335,678)</b>	<b>-</b>	<b>(745,536)</b>
Fee and commission expenses	-	(75,461)	-	-	(75,461)
Investment expenses	(500)	(7,423)	-	-	(7,923)
Management expenses	(3,477)	(73,460)	(8,373)	6,354	(78,956)
Other operating expenses	(1,316)	(9,681)	(476)	-	(11,473)
<b>Other expenses</b>	<b>(5,293)</b>	<b>(166,025)</b>	<b>(8,849)</b>	<b>6,354</b>	<b>(173,813)</b>
Profit from operations	14,688	62,295	-	-	76,983
Transfer from/(to) revenue account	62,295	(62,295)	-	-	-
<b>Profit before taxation</b>	<b>76,983</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>76,983</b>
Taxation	(14,669)	-	-	-	(14,669)
<b>Net profit for the financial year</b>	<b>62,314</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>62,314</b>

**MANULIFE INSURANCE BERHAD**  
(Incorporated in Malaysia)

**NOTES TO THE FINANCIAL STATEMENTS - 31 DECEMBER 2014 (CONTINUED)**

**35. INSURANCE FUNDS (CONTINUED)**

Information on cash flows by Funds

	Shareholders' fund	Insurance funds		Total
		Life fund	Investment- linked funds	
	RM'000	RM'000	RM'000	RM'000
<b>2014</b>				
<b>Cash flows from:</b>				
Operating activities	(4,056)	46,589	(1,959)	40,574
Investing activities	-	(18,575)	-	(18,575)
Financing activity	-	-	-	-
Net (decrease)/increase in cash and cash equivalents	(4,056)	28,014	(1,959)	21,999
At beginning of financial year	8,143	21,877	4,384	34,404
At end of financial year	4,087	49,891	2,425	56,403
<b>2013</b>				
<b>Cash flows from:</b>				
Operating activities	3,939	230,979	1,872	236,790
Investing activities	-	(32,806)	-	(32,806)
Financing activity	-	(200,010)	-	(200,010)
Net increase/(decrease) in cash and cash equivalents	3,939	(1,837)	1,872	3,974
At beginning of financial year	4,204	23,714	2,512	30,430
At end of financial year	8,143	21,877	4,384	34,404